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# CONFECTIONERY

PIONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS



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ERICA  
KEN,  
JERSEY



MANUFACTURING CONFECTIONER PUBLISHING COMPANY, CHICAGO 8, ILLINOIS



## *A Special Delivery Answer to your Special Flavor Problems*

■ A priceless combination...extensive, modern facilities, skilled master chemists and nearly 150 years' experience...enables D & O to give you a correct and immediate answer to your flavor problems. ■ Moreover, for close to a century and a half uniform quality has distinguished D & O basic materials.

SEND FOR SPECIAL LIST OF THE MORE THAN ONE HUNDRED SIXTY COSMO FLAVORS.



ESTABLISHED 1798

*Spec*  
**DODGE & OLCOTT, Inc.**

180 VARICK STREET, NEW YORK 14, N. Y.

BOSTON • CHICAGO • PHILADELPHIA • ST. LOUIS • LOS ANGELES

ORS.





# Cut Cold Storage Costs!

## Fumigate Nut Meats on Arrival!

Used successfully by leading food processors for years, Dow Methyl Bromide—the penetrating fumigant—is now available to help you cut cold storage costs on nuts. Here's how:

When shipments arrive, fumigate them with Dow Methyl Bromide at once to secure a complete kill of insect life in all stages of development. Rats and mice also succumb—and treatment is effective whether materials are still in box cars, piled under special tarpaulins, stored in vaults or stacked in the warehouses. Unmatched penetration helps assure that there will be no survivors.

Dow Methyl Bromide is effective—works rapidly and aerates quickly. It is harmless to nuts when used as directed—leaves no residual odor or taste. (Has successfully fumigated storage containing flour, peanuts, milk, butter, cheese, cocoa beans, sugar.) It will pay you to secure full information.

## TARPAULIN FUMIGATION IS EFFECTIVE!

Individual lots of incoming supplies may be fumigated under plastic-treated tarpaulins.

Impervious to gas and light and very durable, the tarpaulin is in effect a portable, inexpensive fumigation chamber.



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Dow Chemical of Canada, Limited, Toronto, Ontario

**FOR 1947~**

**Use  
GOOD  
CANDY  
FLAVORS  
by  
FRITZSCHE**

**FRITZSCHE BROTHERS, Inc.**  
**76 NINTH AVENUE • NEW YORK 11, N. Y.**





# The Manufacturing Confectioner



*Read Wherever Candy Is Made*

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For Confectionery Manufacturers  
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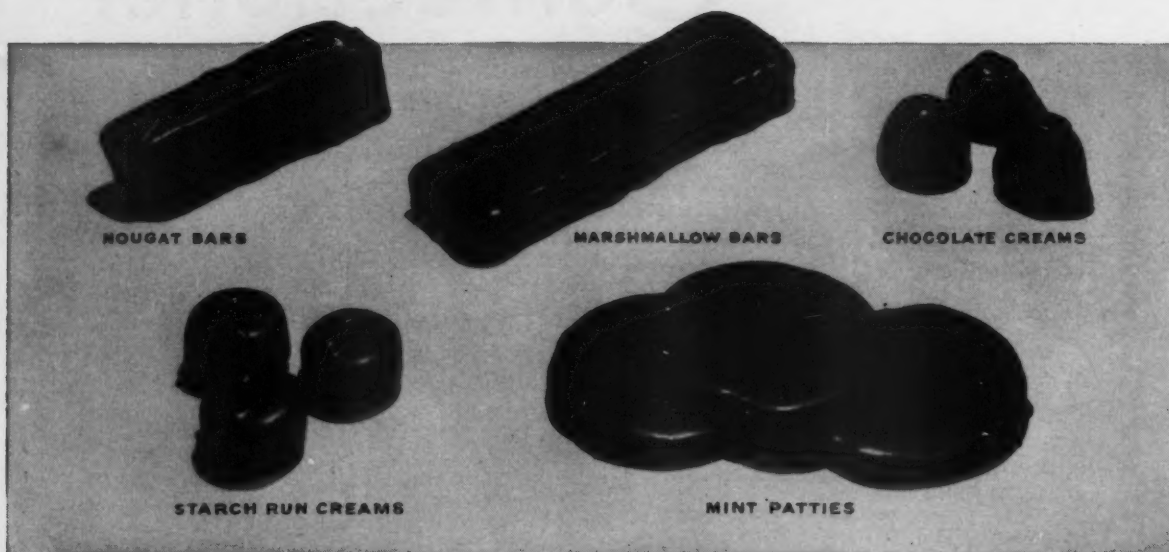
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# Make these delicious candies at less cost with Soyco!



Now you can make high-quality candies with soy albumin. It can replace egg albumen in the types of candy shown above at a *substantial saving in cost!*

## What Soyco does for you

Soyco is a soy albumin—*new and improved*—that gives you all these advantages:

**Soyco whips up** to a satisfactory volume in syrup. It helps to keep your costs down—quality up.

**Greater stability.** The bubble structure is smaller. Soyco is about twice as stable as before!

**Higher in protein,** and whiter in color—that's new, improved Soyco.

**Longer shelf life.** Due to invert action of Soyco, candies are assured longer shelf life.

**Reliably uniform.** Soyco is carefully processed and standardized through laboratory control. Each lot is tested for uniformity.

## Do this

**Take a tip** from scores of plants that have tried Soyco—and are now using Soyco regularly. They have found that Soyco not only costs less to buy—but costs less to use! Soyco is packed in 100-lb. drums.

Write for your new free Soyco formula folder. And place your order through our main office, now.

## Crisp, golden SOYNUTS!

Soynuts are dry roasted, tenderized soybeans available as whole nuts, coarse or fine toppers. Many candy manufacturers use Soynuts in candy bars, brittle, and with other nutmeats.

**Priced from 11¼¢ to 13¢ per pound,\* depending on type and quantity purchased.**

\*All prices F. O. B., Waterloo, Iowa. Subject to change.

## WHITSON PRODUCTS

DIVISION OF THE BORDEN COMPANY

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THE MANUFACTURING CONFECTIONER

# *Veg-A-Loid*

## **POSITIVE MOISTURE CONTROL**



## *Keeps Weight* **UP**

There's **LESS WEIGHT LOSS** in cooking and candy.  
There's **NO DRYING OUT** in the package.

You---and your customers---get **MORE** for the money  
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you to carry **MORE MOISTURE**.

**WRITE FOR RECIPE M**

# *Veg-A-Loid*

## *T. H. Angermeier & Co.*

**MANUFACTURING SPECIALISTS TO THE FOOD INDUSTRY**

*245 Seventh Avenue, New York, N. Y.*



# Six Issues in 1947!



## STREAMLINED AND TIMED TO REACH 10,000 VOLUME BUYERS

Preparing for the inevitable transition to a "buyers' market," CANDY MERCHANDISING is putting sensible emphasis on "doing a job with jobbers" by increasing both its frequency and its circulation. Five issues of CANDY MERCHANDISING plus the annual CANDY BUYERS' DIRECTORY number will reach 10,000 volume candy buyers. . . give you thorough, comprehensive coverage of the entire candy market. Every issue has grown stronger in articles, advertising, and in reader acceptance. Circulation is CCA audited. The new 10,000 distribution doubles the coverage of volume buyers offered in the confectionery field. You can do a real job with jobbers in the new every-other-month schedule for CANDY MERCHANDISING. Write, wire, or phone . . . NOW . . . for information on CANDY MERCHANDISING's economical rates and to reserve space for your advertising message. Next issue appears February 15.

## CANDY MERCHANDISING

*Including* THE CANDY BUYERS' DIRECTORY

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## THE WORLD'S FINEST ORANGE OIL

Made exclusively from oranges from the Sunkist Groves of California.

Exchange Oil of Orange gives you more *real orange flavor*, drop for drop or pound for pound, than any other orange oil.

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76 Ninth Avenue, New York 11, N. Y.

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PRODUCTS DEPARTMENT, ONTARIO, CALIF.**

*Producing Plant:*

The Exchange Orange Products Co., Ontario, Calif.

Give it all your tests for *quality, uniformity and strength*. Then you'll buy Exchange Brand.





for unsurpassed FLAVOR...



for perfection in COLOR

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THE ATLAS LABEL PROTECTS YOU

"Stamp on your mind"...this Atlas label that can be trusted now and always.

On whichever one of a great variety of H. Kohnstamm products you find it, its meaning stays the same: Quality, service, unfaltering public acceptance—96 years of it!

On Atlas Certified Colors it stands for unquestioned strength,

uniformity and brilliance.

On Atlas Flavors and Flavoring Extracts it is your guarantee of product perfection.

On both, it represents quality at its highest.

The extensive facilities and knowledge of the laboratories of H. Kohnstamm are readily available to accommodate your individual requirements.

**H. KOHNSTAMM & COMPANY Inc.**  
FIRST PRODUCERS OF CERTIFIED COLORS  
ESTABLISHED 1851

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ATLANTA • BALTIMORE • BOSTON • CINCINNATI • CLEVELAND • DALLAS • DETROIT • HOUSTON • INDIANAPOLIS • KANSAS  
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# IMMEDIATE DELIVERY




## LANOVA CONFECTIONER'S FOIL

In wide variety of beautiful colors — gold, silver, lavender, pink, blue, red, green! Extra fine foil, approximately 1800 3"x3" cuts per lb., each piece individually separated by tissues for extra easy handling! Minimum order: 1 lb.! Inquiries invited on embossing and large quantities. Act now!



## LANOVA CHOCOLATE DIPPING PAPER

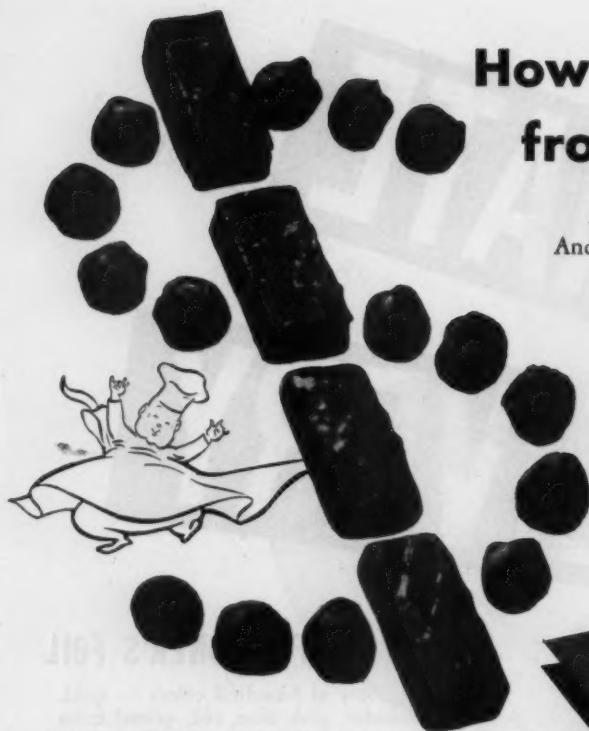
Finest quality—specially processed! Works beautifully—candies come off easily, no distortion of chocolates. And it's priced right! In rolls or sheets, widths 12", 14½", 15", 16", 16½", 24", 29", 30", 32", 33"! Sheets any size cut to your own requirements. Phone or call today.



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CALL • WIRE • OR WRITE TODAY.

**LACHMAN-NOVASEL PAPER COMPANY**

Phone: WOrth 4-6426-100-111 Greene Street, New York 12, N. Y.



## How to get more profits from your candy mix...

*Bigger yields of better candy spells P-R-O-F-I-T-S by the pound!*  
And Swift's Fluff-Dried Albumen actually gives you bigger yields of better candy every time—because it dissolves in a twinkling, needs no soaking, never clumps, and whips up to maintain smoothness and body in your mix.

Made exclusively from selected, candled and graded, spring-laid eggs . . . specially processed to retain the bland flavor of fresh egg whites . . . yet Swift's Fluff-Dried Albumen actually costs *less* to use!



Order from your Swift salesman  
or nearest Swift branch.



# YELKIN

THE  
STANDARDIZED LECITHIN

AND OUR "KNOW-HOW"  
ARE AN UNBEATABLE TEAM

Fifteen years ago we introduced YELKIN to the Confectionery Industry as a basic control factor—its universal acceptance and use today substantiates our every claim—Yes, we know lecithin and how to use it. Our Service Department is anxious to be of assistance to you. Write today.

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50 Broadway  
NEW YORK 4, N.Y.

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CHICAGO 11, ILL.

SOLE SELLING AGENTS FOR  
**AMERICAN LECITHIN COMPANY**

Now that War-time restrictions have been removed, our Service Staff—the same staff of nationally known production men—are going back into action to help you in your post-war plans.

We Produce Millions of Pounds

*Yet...*

We Can't Meet the Demand For

**Sweetose**  
REG. U.S. PAT. OFF.

THE EXCLUSIVE

**Staley**

**ALL-PURPOSE SWEETENER**

We regret that, even though we have made every production increase possible at the present time, we cannot fill all the orders we receive for SWEETOSE.

Because of its unique and superior qualities, SWEETOSE produces smoother, finer-textured, more tender products. Color and bloom are improved. *Because it is twice as sweet—three times as fluid* as ordinary corn syrup, SWEETOSE can be used to replace ordinary corn syrup, dextrose and invert sugar, in fact, ALL other sweeteners. The laboratory perfected characteristics of SWEETOSE improve the quality, flavor and shelf-life of the products in which it is used.

These are only a few of the reasons why the present users of SWEETOSE want more of this economical, easy-to-use sweetener than we can supply—and why we are constantly receiving more and more requests from those who want to use this distinctive ingredient.

Under present conditions, we can only follow an established policy of fair and equitable distribution of our limited production. We are looking forward to the time when we will be able to produce enough SWEETOSE to fill the requests of all who want to use this superior sweetener in their products.

**A.E. Staley MANUFACTURING CO.**

INDUSTRIAL SALES DIVISION

DECATUR, ILLINOIS



**"you can have  
ONE"**



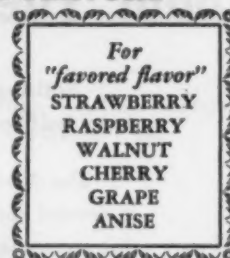
... as polite as he must be, little Jerry is truly reluctant to give up more than *one* of his treasured sweets. Good? ... Just ask him! ... And so, too, ask any of the highly satisfied users of

**FLORASYNTH**

Imitation Concentrated Candy Flavors  
in more than

**32 DELICIOUS FLAVORS**

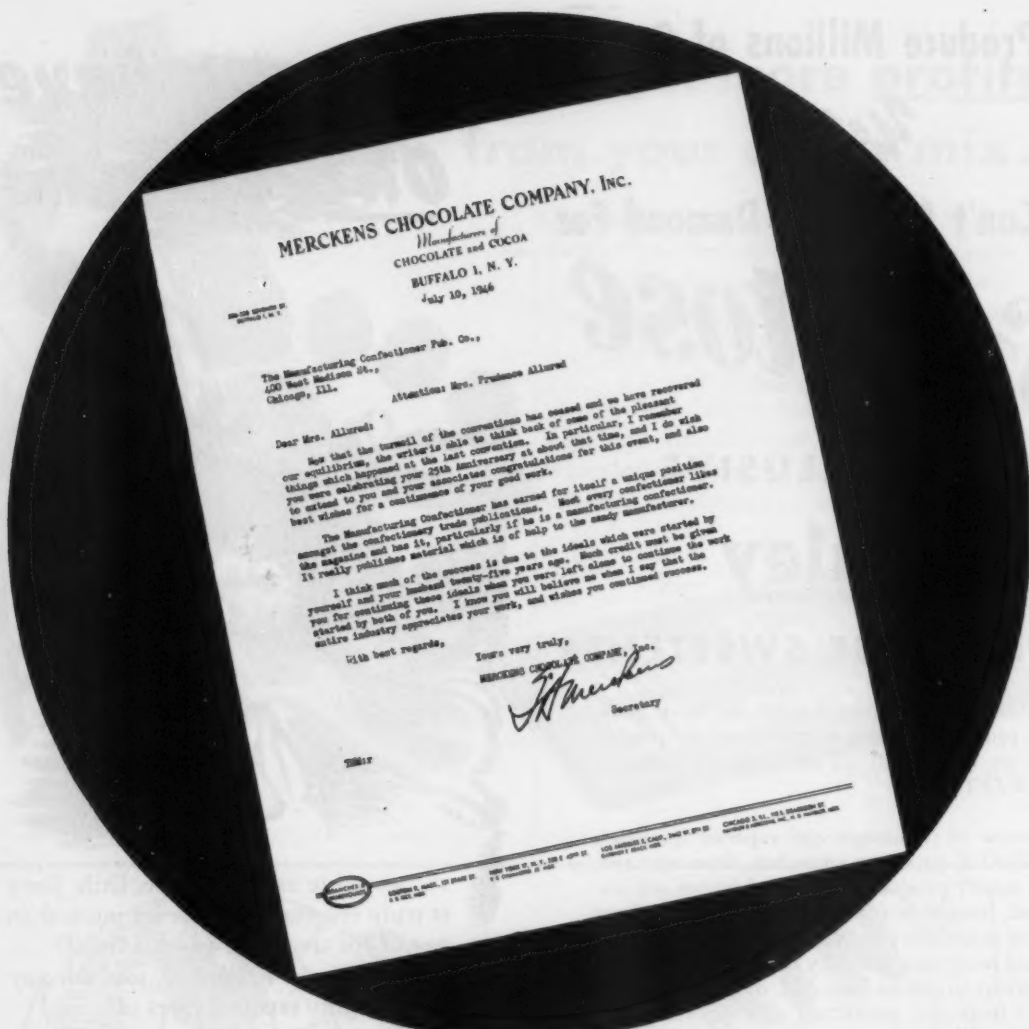
You will find them  
just what Jerry likes  
... what manufacturers have proved  
to themselves ...



**Florasynth** LABORATORIES, INC.  
CHICAGO 6 • NEW YORK 61 • LOS ANGELES 13

DALLAS 1 • DETROIT 2 • MEMPHIS 1 • NEW ORLEANS 13  
ST. LOUIS 2 • SAN BERNARDINO • SAN FRANCISCO 3

Florasynth Labs. (Canada) Ltd. — Montreal • Toronto • Vancouver • Winnipeg  
Florasynth Laboratories de Mexico S. A. — Mexico City



## What a "Long-Time" Advertiser Thinks About The MANUFACTURING CONFECTIONER

Nothing we can say about the pulling power of The "M.C." can tell the story half so well as the testimony of its successful advertisers.

The MANUFACTURING CONFECTIONER is the *ONLY* magazine in the industry that is devoted entirely to the problems of the candy manufacturer. It is the *ONLY* magazine that accepts supply field or distribution outlet advertising *ONLY*. This means that advertisers get a specialized circulation and specialized readership because all editorial and advertising material is slanted at the manufacturer. For information about our *complete publishing service*, call, write, or wire either of the addresses given below.

## The MANUFACTURING CONFECTIONER

400 W. MADISON ST., CHICAGO 6

303 W. 42nd ST., NEW YORK 18



**AUTHENTIC**

**AND ECONOMICAL...**



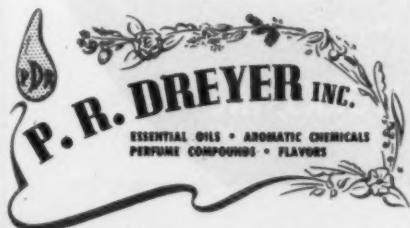
## DREYER CONCENTRATED IMITATION FLAVORS

FRESH FRUIT • CITRUS FRUIT • VANILLA  
BUTTER • BRANDIES • CHEESE • ETC.

So faithfully compounded, you can use them  
interchangeably or mixed with natural extracts.  
Economical this way . . . a small quantity of these  
highly concentrated flavors produces a  
delicious, hard-to-tell-the-difference result.

USE THEM FOR: Candies • Gum Drops • Jellies • Icings  
Fondants • Cakes • Fillings • Etc.

FOR COMPLETE LISTING SEND FOR CATALOG "C"



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THOMPSON-HAYWARD CHEMICAL CO.  
KANSAS CITY  
AND CITIES THROUGHOUT MIDDLEWEST  
MEXICO . . . EMILIO PAGUAGA  
PRINCIPAL CITIES IN SOUTH AMERICA



## THROUGH RESEARCH . . .

*candy flavors made for everyone*



*Delca*

Careful determination of mass consumer taste-desires, dictated the Delca Line. The result shows the initial care . . . Nine Imitation Flavors that are unmatched for *quality*—and selling potential.

Butterscotch  
Cherry  
Grape

Raspberry  
Rum and Butter  
Toffee

Maple  
Strawberry  
Mocha

Polak's Frutal Works unhesitatingly recommends the Delca Line to progressive confectioners throughout the country, as an invaluable flavor-ingredient to their confectionery. Candy samples are gladly sent on request.

**POLAK'S FRUTAL WORKS, INC.**

36-14 35th Street, Long Island City 1, N. Y.









**Exchange**

**OIL OF  
LEMON**

**U. S. P.**

## LIKE THE FLAVOR OF A FRESH-CUT LEMON....

When it's *lemon* you want, Exchange is the Oil!

More than 80% of all the lemon oil used in the United States is Exchange Lemon Oil. This overwhelming endorsement by the trade is your assurance that Exchange

Lemon Oil delivers *flavor . . . clarity* and *uniformity* not found in any other Lemon Oil.

Always specify it by the brand name when you order — Exchange Oil of Lemon. And to insure your satisfaction, accept no other brand.

*Distributed in the United States exclusively by*

**DODGE & OLCOTT, INC.**

180 Varick Street, New York 14, N. Y.

**FRITZSCHE BROTHERS, INC.**

76 Ninth Avenue, New York 11, N. Y.

*Distributors for:*

**CALIFORNIA FRUIT GROWERS EXCHANGE  
PRODUCTS DEPARTMENT, ONTARIO, CALIF.**

*Producing Plant:*

**EXCHANGE LEMON PRODUCTS CO., CORONA, CALIF.**

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# Organoleptics

## Big Word . . . Bigger Sales Meaning

---

Every confectioner is a student of organoleptics, even though he may not call it such. The word is long, but organoleptics is nothing more than a scientific way of describing flavor—flavor that is consumer-preferred on the basis of sensory reception.

Candy manufacturers use organoleptic-appraisal for profit. Knowing that people choose with their eyes, touch and other sensory organs, compels them to use only those ingredients that have been proved best in texture and flavor.

Look to the George Lueders seal for consumer-preferred candy flavors. Through the laboratory-craftsmanship of G. L., confectioners are assured of ingredients of integrity.

### Season's Flavors

**Concentrated Imitation Strawberry Flavor 55A**

**Concentrated Imitation Pineapple Flavor 58A**

**Concentrated Imitation Grape Flavor 53A**

**Oil of Anis, USP XII, Chinese**

**Oil of Peppermint Rectified, USP XII**

**Oil of Clove, USP XII**

*Established 1885*

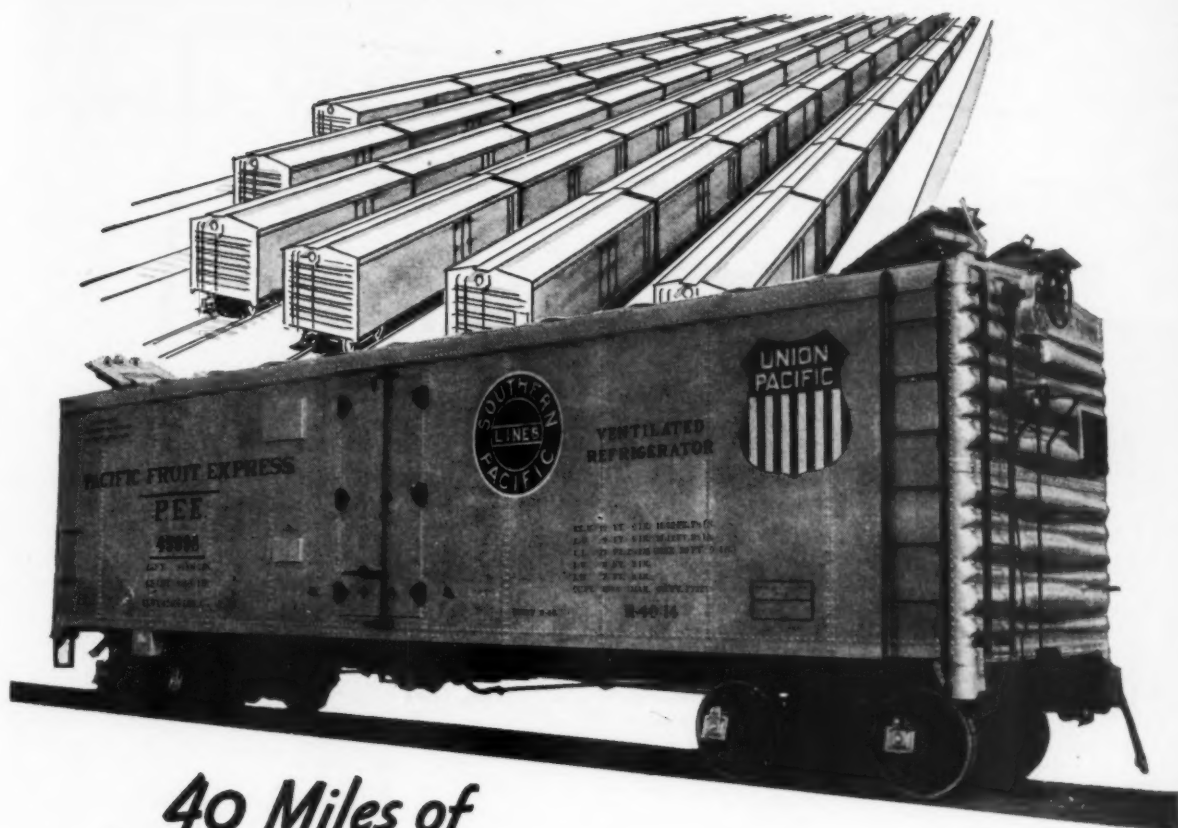
*George*  *Lueders & Co.*

**427 Washington Street**

**New York 13, N. Y.**

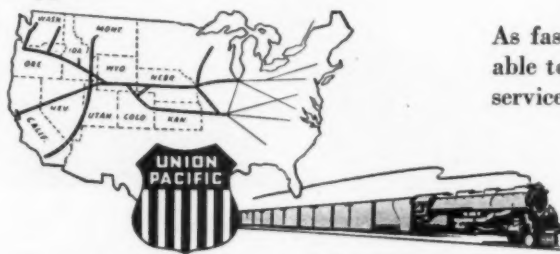
CHICAGO, ILL.—510 N. Dearborn St. • SAN FRANCISCO, CAL.—56 Main Street  
MONTREAL, CANADA—361 Place Royale • LOS ANGELES, CAL. • PHILADELPHIA, PA.  
ST. LOUIS, MO. • TORONTO, CANADA • WINNIPEG, MANITOBA • WAUKESHA, WIS.





## 40 Miles of New Refrigerator Cars soon available for your Industry

Now being built are 5000 refrigerator cars of the most modern design and construction; the result of years of constant research. These cars are of the same design as the Pacific Fruit Express Company's lightweight experimental car recently on tour for a preview by shippers.



- ★ HIGH TENSILE STEEL BODIES
- ★ NEW EASY-RIDING TRUCKS
- ★ AIR CIRCULATION FANS
- ★ EXTRA THICKNESS LIGHTWEIGHT INSULATION
- ★ DIAGONAL FLOOR RACKS (to increase ventilation)
- ★ SIDE WALL FLUES (to distribute air around loads)
- ★ CONVERTIBLE ICE BUNKERS (providing more loading space when ice is not needed)
- ★ HALF STAGE ICING GRATES (greater economy in icing)

As fast as these new cars are built they will be available to Union Pacific shippers; thus providing the finest service for transportation of perishable commodities.

★ Union Pacific will gladly furnish confidential information regarding available industrial sites having trackage facilities in the territory it serves. Address Industrial Dept., Union Pacific Railroad, Omaha 2, Nebraska.

**UNION PACIFIC RAILROAD**  
*The Strategic Middle Route*

For the rich, satisfying flavor of  
the ripe, red fruit use Schimmel's

## Kallistarom WILD CHERRY

highly concentrated and particularly  
effective for all types of hard candy.  
One of more than 60 luscious flav-  
ors in this popular Schimmel line.

### SCHIMMEL & CO., Inc.

601 West 26th Street, New York 1, N. Y.

*Famous for Flavors and Basic Flavoring Materials*

## World's Luckiest Children!

Good wholesome candy has a place in every diet. It is especially important for children, supplying the extra food energy their active, growing bodies need.

American children are fortunate. Their pennies buy candy of fine quality and high nutritive value. This combination of quality and low price has been achieved largely through the extensive use which American candy manufacturers make of corn syrup, confectioners starches and dextrose sugar.



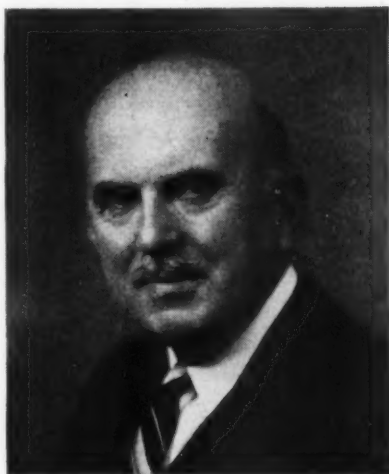
**CONFECTIONERS STARCHES**  
**CONFECTIONERS CRYSTAL 3 STAR CORN SYRUP\***  
**CERELOSE\*... DEXTROSE SUGAR**

\*T. M. Reg. U. S. Pat. Off.

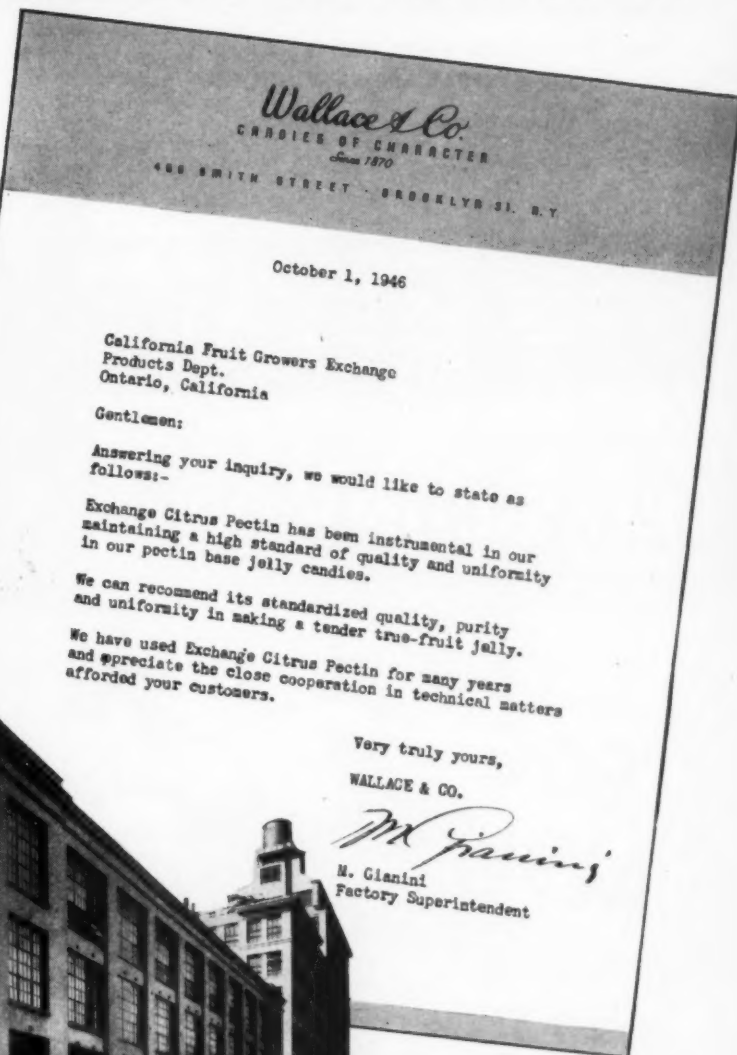
**Corn Products Sales Company • 17 BATTERY PLACE • NEW YORK 4, N. Y.**

# WHAT *Wallace & Co.* THINKS OF EXCHANGE CITRUS PECTIN

M. GIANINI  
Factory Superintendent



Nothing we can say about Exchange  
Citrus Pectin tells the story half so well  
as the testimony of its users — lead-  
ers in the candy industry of America.



**CALIFORNIA FRUIT GROWERS EXCHANGE**

Products Department: Ontario, California

400 W. Madison Street, Chicago 6 • 99 Hudson Street, New York 13

# We know our Apples

Where apples ripen on the bough in the nation's great apple-growing states — Speas plants are located to assure a constant supply of the best in each region. In these fine, modern plants apples are processed into SPEAS APPLE PRODUCTS—famous to American manufacturers for three generations.

## NUTRL-JEL

Powdered Pectin for making jams, jellies, preserves.

## CONFECTO-JEL

A powdered Pectin product for making better jellied candies.

## APPLE VINEGAR

and other Apple Products.



## A NEW BOOK ABOUT PECTIN USAGE

We have just published a new 100 page book on the use of NUTRL-JEL and CONFECTO-JEL in jams, jellies, preserves, and other products. It is a valuable reference for all manufacturers of products requiring pectin. Write for your copy today!

PLANTS IN APPLE REGIONS FROM THE ATLANTIC TO THE PACIFIC

# SPEAS COMPANY

General Offices Kansas City 1, Missouri



Pioneers in Egg Dehydration, we offer the Confectionery Trade first quality Albumen in the following forms:  
FROZEN WHITE • FLAKE ALBUMEN • POWDERED ALBUMEN  
SPRAY ALBUMEN • also EGG YOLK: FROZEN OR DRIED

*Send for samples!*

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Texas

CHICKASHA  
Oklahoma

McKENZIE  
Tennessee

NASHVILLE  
Tennessee



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ACID**



**CREAM OF  
TARTAR**

**TARTARIC  
ACID**



**SODIUM  
CITRATE**

**Chas. PFIZER & Co., Inc.**

*Manufacturing Chemists Since 1849*

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444 W. GRAND AVE., CHICAGO 10, ILL.  
605 THIRD ST., SAN FRANCISCO 7, CAL.



tastes better

sells better

*Ethavan*

Sales improvement usually follows the keener taste appeal contributed by Ethavan\*—Monsanto's Ethyl Vanillin. Its use gives your products a flavor boost that goes a long way to maintain customer preference.

Ethavan's flavor is more distinctive than that of Vanillin—its aroma more pronounced, more pleasing. Its individuality "stays" even when products are subjected to high or low temperatures in processing. Because it is practically three times stronger it is more economical than Vanillin.

Try Ethavan! Experimental samples will be furnished on request. Make your

\*Reg. U. S. Pat. Off.



own tests, and see how you can give your sales a flavor boost . . . Contact the nearest Monsanto Office, or write: MONSANTO CHEMICAL COMPANY, Organic Chemicals Division, 1700 South Second Street, St. Louis 4, Missouri. District Offices in New York, Chicago, Boston, Detroit, Cleveland, Charlotte, Birmingham, Los Angeles, San Francisco, Seattle, Montreal, Toronto.



How Sweets Co. of America Became Largest Penny Candy Seller in U. S.

# Successful Candy Merchandising

By CLYDE C. HALL

*The Manufacturing Confectioner*

In the modern, air-conditioned candy plant of The Sweets Company of America, Inc., enough "Tootsie Rolls"—America's largest penny candy seller—will be produced today to reach from New York City to New Haven, Conn.—four million inches of chocolate goodness. This month Tootsie Rolls production will stretch across half the entire nation. And total production this year will actually extend around the world!

The 150,000-sq. ft. *wonder plant* of The Sweets Company of America, Inc., which manufactures these popular Tootsie Rolls, is located in Hoboken, N. J., and represents the exacting, personal planning of the firm's president, Bert Rubin.

## Larger Plant Acquired

Originally located on 45th Street, between 9th and 10th Avenues, in New York City, the plant was moved to Hoboken in April, 1938, on Mr. Rubin's desire to obtain more spacious production facilities and a railroad siding right at the door. But even the 100,000 sq. ft. of the new Hoboken plant—a gain of 65,000 sq. ft. over the floor space in Manhattan—was soon outgrown by the expanding production of The Sweets Company. In 1942 Mr. Rubin added an additional 50,000 sq. ft., to attain the present 150,000-sq.-ft. sunlit *wonder plant*.

Kept spotlessly clean, the air-conditioned Sweets Company plant emphasizes careful planning, comfort and convenience for its more than 500 personnel. A cafeteria and hospital room have been provided. A scientific laboratory—manned by expert chemists who test all ingredients, supervise their mixing, and constantly strive to improve the products—is another feature. Formulas are mixed automatically. Everything is done by machinery. A "gravity system" of machinery installation at different floor levels permits dropping of candy from one process to another, floor by floor, until it reaches the packing cases on the ground floor and moves on a conveyor belt direct to the railroad siding.

Having recently celebrated its 50th anniversary in a gala celebration in the Grand Ballroom of New York's Hotel Pierre, The Sweets Company traces its history and that of Tootsie Rolls back to 1896, when Leo Hirsch-

field, a young candymaker, brought the formula to this country from Vienna. His confection consisted of chocolate, sugar, corn syrup flavoring, and several other ingredients and was processed to result in a chewy product. He formed the new candy into a roll and wrapped it in paper to keep it clean. It was the *first time* penny candy had been wrapped in America. The name "Tootsie Rolls" came from that of a little girl Mr. Hirschfield knew only as "Tootsie."



BERT RUBIN, president of The Sweets Company of America, whose skilled planning and merchandising methods have made Tootsie Rolls a \$7,000,000-a-year business and the nation's largest penny seller.

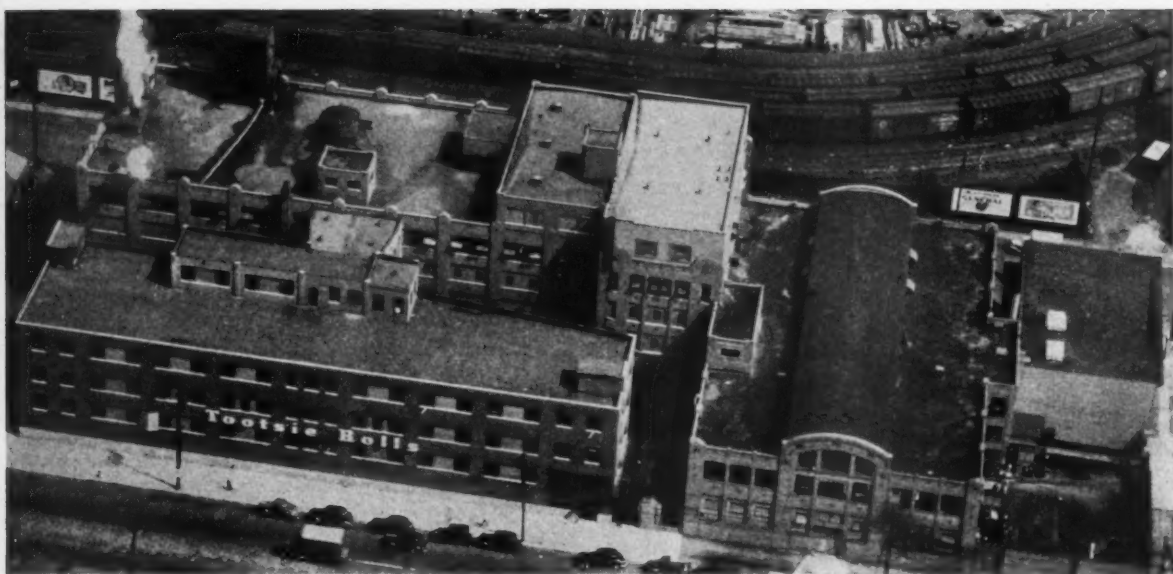
Tootsie Rolls' original distribution began when Mr. Hirschfield himself started peddling them to children. Then came personal distribution to Manhattan's retail stores. In the same first year, popularity of the new confection increased so greatly that Mr. Hirschfield joined the Stern and Saalberg Candy Co., which was to incorporate eight years later.

Ever-increasing consumer acceptance of Tootsie Rolls brought further expansion: The firm took over a four-story building on 45th Street, then built a seven-story adjoining building and occupied both. In 1919 the present name of The Sweets Company of America, Inc., was adopted. In 1921 the corporation's stock was placed on the New York Stock Exchange and has remained on the "big board" ever since.

Business operations were not always so seemingly rosy, however. The depression and what the present manage-

## About the Cover

Tootsie Rolls move along conveyor in the modern, sunlit plant of The Sweets Company of America direct to plant's railroad siding. One year's production will actually extend around the world.



**TOOTSIE ROLLS' HOME:** Air view of the modern, air-conditioned, and sunlit plant of The Sweets Company of America, Hoboken, N.J. Kept spotlessly clean, the plant has 150,000 sq. ft. of floor space. A "gravity system" of machinery installation at different floor levels speeds candy from one process to another and direct to rail siding.

ment calls "absentee ownership" occasioned many difficult problems. Sales, which had reached a one-time peak of \$2,000,000 in 1924 dropped as low as \$600,000. Between 1920 and 1936, the firm had 10 presidents.

Then Bert Rubin came into the picture. In 1934 he was elected to the board of directors. In 1936 he became president, which office he still holds. In 1936 sales jumped to \$1,500,000 and continued climbing. In the last several years sales have been over \$6,500,000.

#### **Paper Box Manufacturer**

Mr. Rubin entered candy manufacture indirectly. Originally he had been in box manufacturing with his father and brother on Manhattan's East Side. The firm specialized in candy and millinery boxes. Mr. Rubin serviced The Sweets Company of America with paper boxes. It had been a client of his family's firm since 1916, when it was still known as Stern and Saalberg.

Making frequent trips to The Sweets Company, Mr. Rubin became intrigued by Tootsie Rolls and greatly

interested in the firm's problems. Soon he found himself visiting the plant almost daily and determined not only to lift the firm out of the doldrums but also to make it a leader in the candy business. So many drastic changes in operation were necessary, he realized, however, that he decided it would be necessary to obtain a controlling interest in order to put them through. He travelled all over the country, canvassed stockholders everywhere. Today he and his father and brother own 52 per cent of the company's shares and also have the box company.

As new president of The Sweets Company, Mr. Rubin did not hesitate in the face of the trying depression. Instead he set the sparks flying with plans for an immediate expansion of facilities and initiated a long-range program to achieve ambitious objectives for the firm.

#### **Makes U. S. Survey**

Desiring first-hand information about the Tootsie Roll line, Mr. Rubin decided to make a complete survey and call on jobbers and dealers all over the country. Traveling mostly by air, he covered 200,000 miles, talked to thousands of candy men.

As a result of this survey, many changes were accomplished. Tootsie Rolls' formula was changed. Mr. Rubin added milk to soften the confection. He improved the chocolate flavor. He added ingredients to make the candy more nourishing. He also changed the size—increasing the rolls from 2½ inches to 3½ inches.

These changes, in turn, meant changing the machinery. Mr. Rubin did. They also meant that the plant had to be enlarged and modernized. Mr. Rubin moved it to Hoboken, N. J., where he obtained nearly three times the capacity of the New York location. In 1942 he added another 50,000 sq. ft. to his sunlit, air-conditioned quarters. Today Tootsie Rolls is a \$7,000,000-a-year business and America's largest penny candy seller. The war knocked out some of the Tootsie Roll family, but the firm is now producing fudge, caramels, a prepared mix for homemade fudges, and Tootsie V-M (a milk fortifier) in addition to Tootsie Rolls. It likewise has expansive plans for its fudge mix introduced in 1945 in New York and Chicago. These ambitious plans for greater distribution,



**PACKING** of Tootsie Rolls in the Sweets Company plant. The firm was the first to wrap penny candy in America. It traces back to when Leo Hirschfeld, a young Viennese candy maker brought the formula to this country in 1896. The "Tootsie Roll" name came from that of a little girl Mr. Hirschfeld knew only as "Tootsie." Formula was later improved by Mr. Rubin after 200,000-mile survey.



however, still await greater availability of raw materials.

Mr. Rubin has always had an insatiable desire to make improvements. He keeps a pad and pencil by his bedside, and many a night awakens to jot down a new idea. He encourages his mechanics to experiment with machinery and even goes to their home workshops to help them work out new improvements. (He became thoroughly familiar with machinery as a top sergeant in the Motor Transport Corps during World War I.)

In business administration his one outstanding fetish he himself terms "AVI"—meaning "Avoid Verbal Instructions." All orders are in writing. "It avoids misunderstanding and gives emphasis to instructions," he explains.

### **Fundamental Business Policies**

His business operation itself is characterized by basic and fundamental policies such as these: (1) Rigid quality controls of all ingredients going into Tootsie Rolls and other Tootsie candies; (2) spotless kitchens in a modern, highly mechanized, air-conditioned plant, where cleanliness is ever a watchword; and (3) a sales policy to the trade that assures a fair and equitable distribution to its many sales outlets. Highly competent personnel management is attested to by the fact that many of the firm's employees have served for over 35 years. Each five years of service is recognized by awarding a Tootsie Roll Emblem as a badge of honor.

Mr. Rubin is married and has two children, Natalie and Edgar. He was born February 18, 1893, on Manhattan's lower East Side, which was also the birthplace of such famous personages as Eddie Cantor, Walter Winchell, George Jessel, and Jo Davidson. In 1917 he entered the army and saw action overseas at Chateau Thierry and St. Mihiel. He was honorably discharged in May, 1919.

### **Interested in Photography**

His favorite hobbies are golf, fishing, and gin rummy. The day he caught nine 20-pound tuna during an outing at Peconic Bay, L. I., is especially remembered. He also is deeply interested in photography. He likes to read detective stories and owns a sizable collection of crime novels.

Although superstitious about the number 13, Mr. Rubin deems Tuesday his lucky day and engineers all his moves for that day.

America he considers the foremost land of opportunity, just as it was during his youth. And, he feels, there is a bright future for young men in the candy business.

His present ambition is to make Tootsie Rolls internationally famous, for which he has plans to open markets in South America, Europe, and Africa, when raw materials are more available. Wherever they are sold, his candies will be called Tootsie Rolls.

In addition to President Rubin other officers of The Sweets Company include: Louis B. Nelson, executive vice-president; Leon Undernerfer, vice-president in charge of purchasing; Alexander Abrahamson, vice-president in charge of sales; Joseph Hand, treasurer; and Miss Neddie Cloth, secretary.

Miss Cloth, who is also the firm's advertising manager, has been with the firm longer than any other of its executives—for 26 years. Starting as a stenographer when she

was 18, she has had just about every other job in the organization. Advertising and sales were placed under her direction in 1934. She also supervises all packaging design.

Back in the '30s, Miss Cloth was one of the first advertising managers to use comic books, which she likes particularly for their long life and pass-on value. She kept up heavy advertising schedules in them during the war, as many comic books were going to the armed forces, but now plans to trim the list somewhat.

Even though The Sweets Company, like other U. S. candy companies, did not have enough candies to go around during the war, Miss Cloth maintained a full advertising schedule throughout. Her thesis: the sugar shortage will ease up and enable the company to expand production.

Designed to reach the juvenile candy purchasers, "Captain Tootsie" is Miss Cloth's current idea in advertising Tootsie Rolls. A muscular hero, Captain Tootsie obtains super-human strength and energy through lunching on Tootsie Rolls. His adventures appear as advertisements in juvenile and comic magazines. Although he started his adventures for Tootsie Rolls six or seven years ago, and was joined by a radio version of Dick Tracy in the meantime, Captain Tootsie is now mainly responsible for Tootsie Rolls' promotion.



**QUEEN TOOTSIE ROLL:** Miss Ruth Browne, 17-year-old model of Astoria, L. I., received the coveted honor at the recent 50th anniversary celebration of The Sweets Company of America, in the Grand Ballroom of New York's Hotel Pierre.

27% More Sugar Possible for '47, FIC Indicates In W

# 1947 Sugar Outlook Im

CUBAN SUGAR being unloaded recently from the S. S. "Bight Knot", is a welcome sight. Over 5,000,000 pounds of refined sugar is aboard, and will be distributed by B. W. Dyer & Co.

WITH proper planning, sugar rations for industrial users could be raised from present 60 per cent to 80 per cent levels in 1947's last three quarters because of probable increases in world supplies, the Food Industry Council Sugar Committee reports. This represents an increase of about 27 per cent for the year, and is considered possible without in any way reducing the total amount of sugar available to people in war-disrupted countries. Edwin O. Blomquist, E. J. Brach & Sons, Chicago, is chairman of the committee. The committee's other conclusions, follow:

1.—1947 will see an improvement in world production.

2.—European production will also improve in 1947.

3.—A small increase is probable in 1947 U. S. production.

4.—Sufficient world production in 1948 does not appear likely to bring stocks and supplies available for distribution up to prewar levels for the world.

5.—It is not reasonable to expect sufficient sugar will be available for increased rations and allocations to U.S. consumers in the first quarter of 1947.

6.—Based on experience during 1920-40, the price of sugar under sudden decontrol at the present ration level would have violent fluctuations.

7.—Much as the committee would like to see decontrol, it is considered more important, because of the peculiar situation of sugar, to have an orderly procedure toward decontrol to avoid a disastrous situation such as followed abrupt decontrol after World War I.

The committee presented the following recommendations, which have

been unanimously adopted by the board of directors of the National Confectioners' Ass'n, NCA President Philip P. Gott states:

1.—No firm commitments on foreign allocations of 1947 sugar supplies should be made at this time, pending further determination of the needs in light of 1947 world production of sugar.

2.—Decontrol of sugar under present conditions would be disastrous; that under decontrol the American

housewife would get less sugar; that the transition from control to decontrol should be gradual, and should be planned to avoid the situation which occurred following abrupt decontrol after World War I, and that no action should be taken which would threaten the sound principles of allocation.

3.—Government and representatives of those businesses having to do with purchasing, refining, and distribution of sugar, should consider the steps to bring about orderly

## PRODUCTION OF SUGAR IN AREAS NORMALLY SUPPLYING U. S. 1935-39 COMPARED TO PRODUCTION IN 1945-46 AND 1946-47\* (1,000 short tons)

Areas	1935-39	1945-46	1946-47
Beets.....	1,520	1,278	1,600
Cane.....	474	482	450
Total Continental.....	1,994	1,760	2,050
Hawaii.....	986	857	857
Puerto Rico.....	974	909	1,000
Total Offshore.....	1,960	1,766	1,857
Total Continental and Offshore.....	3,954	3,526	3,907
Cuba.....	3,183	4,476	5,500
	7,137	8,002	9,407
Philippine Islands.....	1,127	15	70
Total of Areas Normally Supplying the United States.....	8,264	8,017	9,477

Source: "World Sugar Situation, 1946," U.S.D.A., except for 1946-47 production which is estimated.

NOTE: 1. Production in continental and offshore domestic areas 1946-47, expressed as a percentage of the five-year average 1935-39, is 95.

2. Including Cuba, percentage is 132.

3. Including Philippine Islands, percentage is 115.

\*In addition to sugar from the above areas, proportionately smaller quantities are supplied from full duty countries such as Peru, Dominican Republic and others who are entitled to quotas under the Sugar Act of 1937.

# ook Improving...

*This extremely timely article is a condensation of the intensive sugar analysis report of the Food Industry Council Sugar Committee, of which Edwin O. Blomquist, of E. J. Brach & Sons, Chicago, is chairman.*

decontrol as soon as conditions warrant.

4.—The U.S. should continue to do everything possible to encourage increased production in both the continental and territorial U.S.; and should provide all possible help, such as materials and facilities, to the European beet growing areas to enable them to increase their own sugar production; and should assist the Philippine sugar industry to rehabilitate its sugar production as rapidly as possible.

5.—The U.S. could well point out to the Cuban government the desirability of distributing to its sugar industries the increase in price that Cuba is now receiving from the U.S. as an incentive for maximum production in 1947 and 1948, since the analysis shows that the U.S. and the world will need maximum production for at least these two years. Realizing that Cuba is a sovereign country, and that her internal problems are her own affair, the confectioners nevertheless feel that because the U.S. has a contact with Cuba for her 1947 crop, and has long relied on Cuba for an important part of our sugar supplies, there is an obligation on the part of Cuba to encourage maximum production in 1948 by her sugar growers and processors.

The committee's long range objective study, which began last July, involved many lengthy conferences with government officials, all segments of the sugar industry, and all classes of large industrial users. The committee itself has been functioning for the past three and a half years, and this report is the latest of a series of sugar situation analyses.

While the candy industry uses only about 5 per cent of the total U.S.

sugar consumption it does represent 21.8 per cent of the total costs of ingredients amounting to \$62,642,000 in 1944.

A material improvement in world production of sugar was found by the committee. Although supplies for 1946 were over 7000,000 tons below prewar levels of production, 1947 production "would appear to be less than 3,000,000 tons below that level. Present indications are that world supplies for 1947 will be about 92 per cent of prewar production as compared to only 79 per cent in the previous year.

Although total world production of 31,858,000 short tons is in general agreement with most of the latest forecasts, estimates for individual countries may differ slightly, the committee reports. Preliminary estimates of the Department of Agriculture as indicated in its most recent release (*World Sugar Situation, August, 1946*), point to a slightly

lower world production. To a certain extent, this represents a highly conservative estimate, however, the report states. For purposes of planning, it is explained, the Cuban crop was taken at 5,000,000 tons. Use of this lower figure is taken as a precaution against over-planning, particularly in the light of the experience of the last two years, when Cuban production turned out to be lower than early forecasts.

Greatest production improvement has been in Europe, it was found. Production in practically all countries there is under way and indications are that the rate will reach about 86 per cent of the prewar rate, as compared to 57 per cent in 1946. European production this fall is estimated to be 2,300,000 tons larger than last year.

Countries receiving import allocations in 1946 have increased production in their respective areas from

(Please turn to Page 58)

## SUGAR (Raw Value): Production in Specified Countries Average 1935-39, Annual 1943-46

Except for the crop year 1946-47, the following table of world sugar production was extracted from the United States Department of Agriculture publication, "World Sugar Situation," dated August 1946.

Country	Average 1935-39	1943-44	1944-45	1945-46*	1946-47
(1,000 Short Tons)					
<b>North America,</b>					
<b>Central America and</b>					
<b>West Indies (cane)</b>					
Canada (beet).....	76	76	88	85	90
U.S. (beet).....	1,520	998	1,056	1,278	1,600
United States.....	474	498	437	482	450
Hawaii.....	986	875	821	857	857
Puerto Rico.....	974	724	964	909	1,000
Virgin Islands.....	6	3	4	6	6
Cuba.....	3,183	4,738	3,923	4,476	5,500
Dominican Repub..	491	567	407	502	500
Other Countries....	1,050	1,051	1,036	1,167	1,200
Total.....	8,760	9,530	8,736	9,762	11,203
<b>South America (cane)</b>					
Total.....	2,418	2,639	2,635	2,655	2,650
<b>Europe (beet)**</b>					
Total.....	10,353	7,569	6,855	5,687	7,900
<b>Africa (cane)</b>					
Total.....	1,170	1,221	1,122	1,001	1,100
<b>Asia (cane)</b>					
Java †.....	1,447	550	125	(125)	280
Philippine Islands..	1,127	(150)	(75)	(15)	70
Other Countries ‡..	8,232	8,384	7,656	7,215	7,805
Total.....	10,806	9,084	7,856	7,355	8,155
<b>Oceania (cane)</b>					
Total.....	1,037	647	813	761	850
Total Cane Sugar...	22,552	21,999	19,966	20,144	21,868
Total Beet Sugar...	11,992	8,691	8,051	7,077	9,990
<b>Total Cane and</b>					
<b>Beet Sugar.....</b>					
34,544 (100%)	30,690	28,017	27,221 (79%)	31,858 (92%)	
<b>Decrease from</b>					
<b>Prewar Average</b>					
<b>(1935-1939) .....</b>					
—	-3,854	-6,527	-7,323	-2,686	

Compiled from official and trade sources where available, estimate made by Office of Foreign Agricultural Relations shown in parentheses.

\*Preliminary.

\*\*Includes a small quantity of cane sugar.

†Data for Java are the calendar years of the last year shown.

‡Includes a small quantity of beet sugar.

SEPTEMBER 28, 1946



## Study Shows Glycerine Essential Raw Material in Candy Making

# Glycerine's Newer Uses in Candy

By GEORGIA LEFFINGWELL, PH.D.

and MILTON A. LESSER, B.SC.

**B**ecause glycerine is a versatile substance, its utilization never remains static. In the confectionery industry especially its uses keep pace with the development of new processes and the improvement of old ones.

Except during war-time restrictions when it was diverted mainly to military needs, each year has seen more and more glycerine enter into the production of food products. In 1940, according to government statistics,<sup>1,2</sup> 1,998,000 pounds went into the production of flavors, candy, chewing gum and beverages. In 1941, the last "normal" year, this consumption figure had jumped to 2,411,000 pounds. In addition to the quantity used in confectionery products, another large amount was consumed in the production of other edible products. In 1940, this amounted to 3,279,000 and in 1941 it had increased to 4,050,000 pounds. Present indications are that even more glycerine will go into the manufacture of confectionery and other food products.<sup>3</sup>

### Essential Raw Material

These figures point to the fact that in the making of confectionery glycerine is an essential raw material.<sup>4</sup> Large amounts go into the formulation of base flavors. Here it serves primarily as an efficient solvent and extractive. It also contributes palatability and keeping qualities, as well as providing definite nutrition. Lending smoothness to mixtures, its presence in these items helps to assure more uniform distribution of the flavoring substances throughout manufactured products.

The importance of glycerine in both vanilla extract and imitation vanilla flavor is well indicated in the recent reviews by Jacobs.<sup>5</sup> It is common practice, he notes, to use glycerine in the preparation of vanilla extract, and this ingredient is recognized in the definition given for vanilla extract by the Food and Drug Administration. Since glycerine has a solvent action on vanilla beans, this authority feels that it would be advisable to add it during the percolation or at the beginning of the percolation process, rather than after the end of the percolation.

In discussing imitation vanilla flavor compositions, Jacobs points out that such products are compounded with five or six basic components. These generally are vanillin, coumarin, alcohol, glycerine, sugar sirup, water, and coloring. To illustrate how such materials are combined, he presents a number of formulas for making imitation vanilla flavor compositions. Indicative of the way glycerine may be employed in such products are three typical formulas given in Table A.

It is significant that substantial proportions of glycerine are used in six of the seven formulas given to illustrate the preparation of concentrated vanilla flavors.

Typical of such utility are the three formulas given in Table B.

One pint of these concentrated vanilla flavors will produce two gallons of imitation vanilla extract when mixed with sufficient warm water.

Because of the high cost of tax paid alcohol, many manufacturers have turned to other alternatives for mak-

Table A

	I	II	III
Vanillin .....	7.5	7.2	6.0
Coumarin .....	0.1	3.6	0.9
Sirup .....	.....	.....	60.2
Glycerine .....	45.0	129.9	60.2
Alcohol .....	37.5	.....	85.3
Water .....	900.9	848.3	788.5
Caramel .....	10.0	10.0	1.9

ing flavoring compounds. One, for the preparation of flavor solutions, is the use of solvents other than alcohol, and of these glycerine is undoubtedly the most important. Another alternative is the use of flavor emulsions. Because of interest in these products, republication of DeGroote's<sup>6</sup> original report has attracted considerable interest.<sup>7</sup> DeGroote employed lemon oil as a typical flavoring oil and developed nine formulas to illustrate its

Table B

	I	II	III
Vanillin .....	60.0	52.0	42.0
Coumarin .....	20.0	17.0	14.0
Alcohol .....	250.0	.....	.....
Glycerine .....	670.0	931.0	770.0
Caramel .....	.....	.....	174.0

incorporation in flavoring emulsions. One additional formula employed terpineless oil of orange. It is noteworthy that glycerine was used in all of these formulas. In detailing the several advantages resulting from the use of this material, he noted that the hygroscopic power of glycerine tends to prevent such troubles as drying out on the sides of containers or the formation of a thick skin on the surface.

This authority has stressed the method of manipulation is important in making flavor emulsions. The best re-

Table C

Gum acacia, finely powdered .....	4 oz.
Oil of lemon .....	8 oz.
Distilled water .....	4 oz.
Glycerine .....	4 oz.

sults are obtained usually by intimately mixing the emulsifying agent and the substance that is to be the dispersed phase, and then adding the water or dispersing phase. In gum emulsions, for example, it is preferable to mix the gums with the essential oil, and then add the glycerine and water all at once. Illustrating this principle is the

(Please turn to Page 55)





# EDITORIAL

—A Guest Editorial—

## Cooperation Key to Bright Candy Future

By PHILIP P. GOTT

*President, National Confectioners' Assn.*

**I**N many respects 1946 has been the greatest year of the confectionery industry's colorful and turbulent history—not in terms of profits or pounds produced—but in an awakening within the industry to the rich benefits of trade-wide cooperation. Even though the road traveled by the candy industry's approximate 1,400 manufacturers and 12,000 jobbers serving approximately 1,000,000 retail outlets, has been littered with government regulations and various economic obstacles—giving all a bad case of financial frustration—because of this new “family” feeling between manufacturer and distributor, the industry has advanced tremendously.

It hasn't been an easy year. For about 11 months, ingredients, labor, and other production costs increased while candy prices remained frozen under OPA.

### **Dollar Value Up 3%**

Comparative candy production figures for 1945 and 1946, compiled by the Bureau of Census, Dept. of Commerce, covering the last 10 months through October, reveal that poundage is 4 per cent less this year, but that dollar value is up 3 per cent. Confectionery manufacturers produced 2,562,000,000 pounds of candy with a sale value of \$620,000,000 in 1945. The figures for 1946 will probably be in the same neighborhood.

The outlook for 1947, according to the opinion of many of our members, promises to be brighter.

In the first place, it seems indicated that sugar supplies will begin to increase around the first of April, 1947. What the government sugar ration percentage for the confectionery industry will be is not known, although 70 per cent of 1941 use is generally expected. In this regard, the association members have reached the conclusion that with proper planning the average American consumer could be raised from 25 pounds to 35 pounds of sugar annually, which is 40 per cent more sugar for home use next year. At the same time, institutional and industrial users could get 27 per cent more sugar in 1946 by raising the quota from the present 60 per cent of the 1941 base year, to 80 per cent—and do it without in any way reducing the total amount of sugar available to people in war disrupted countries.

Another rather general opinion is that candy is going to be plentiful before sugar is. This, though, is based on the fact that candy manufacturers made one million more pounds of candy in 1945 than they did in 1941, despite the fact that they used only a little better than 60 per cent of the amount of sugar they had available in

1941. While some of this increase is due to sugar ex-quota purchases of candy by the government, it is also true that due to changes in amounts of certain candies produced, and in formula, the relative percentage of sugar to total ingredients decreased by weight from about 30 per cent in 1939 to 22 per cent in 1944, the last year for which detailed ingredient statistics are available.

One problem, which manufacturers dread but expect to see return like so many bad pennies during 1947, is that of spoiled goods. Robert Welch, Jr., of James O. Welch Co., Cambridge, Mass., and one of NCA's vice-presidents, recently commented on this subject in a talk at the Western Confectionery Salesmen's Ass'n banquet in Chicago, at which time he offered what he considers the only possible solution: that distributors be required to accept some degree of responsibility for the condition of merchandise handled. Whatever the solution, it is an obstacle that in some way affects everyone within the industry—an obstacle that we believe will be successfully hurdled through understanding, fair play, and cooperate effort.

### **Cooperation Key to Future**

Cooperation within our industry is the golden key to a bright future for the entire confectionery family. Intra-industry cooperation is already bearing fruit. Its success is evident in the many association programs.

Last January, the confectionery industry, like many another, was securely bound in red tape. Today, as a result of the arduous and sustained work of members of the OPA advisory committees, the NCA Washington committee, and the special decontrol committee appointed for the task by the NCA board of directors, candy and all its ingredients with the fortunate exception of sugar has been decontrolled.

As for sugar, the directors unanimously adopted recommendations made by the Food Industry Council Sugar Committee (*See FIC report analysis in this issue.—Ed.*).

The NCA directors took this action only after thorough analysis of existing facts and extensive investigation.

In spite of everything, it has been a year of smooth flowing cooperation with government officials in Washington—much to the credit of the NCA Washington committee, of which Russell Stover, Stover Candies, Inc., Kansas City, Mo., is chairman, and the new NCA Washington office headed by Harold O. Smith, Jr.

On January 1, 1946, an improved distribution system was not much more than an intangible desire in the

When your  
customers  
get fussy  
again...



... How will your present vanilla  
flavoring rate then? Does it have the  
proper balance between taste and  
aroma to please the palate?

Before the war, many confectioners who wanted to give their customers the best depended on Aromanilla to help develop the full flavoring qualities of their recipes.

During material shortages, many more changed to Aromanilla in order to help make the only ingredients they could get turn out better.

Now, as Her Royal Highness, Mrs. Consumer, gradually comes into her own again, good flavoring will help keep many confectioners ahead of competition.

*Here's why confectioners can depend on Aromanilla to help them produce palate-tempting goods:*

**QUALITY:** Aromanilla is based on Mexican Vanilla Beans—the finest source of vanilla flavor.

**STABILITY:** Aromanilla will not fade out. The volatile solids of the bean which dissipate under temperatures reached in cooking or freezing are replaced with similar but more sturdy natural flavoring extractives. Thus, all the flavoring elements of the Mexican Vanilla Bean remain intact and ripen in the finished goods.

Why not try Aromanilla now? We are so sure that it will help improve the palate-appeal of your goods that we are offering a trial supply with a money-back guarantee. Place your order by using the coupon below; and if, after using Aromanilla, it doesn't meet with your approval, return the unused portion collect and we'll gladly refund your money.

#### TRIAL OFFER

I'd like to try Aromanilla under money-back agreement as explained above. Please place my trial order for:

1 pint concentrate (equals 2 gals. standard flavor) \$8.00  
1 gal. concentrate (equals 16 gals. standard flavor) 52.00

Name..... Position.....

Company.....

Street.....

City..... Zone..... State.....

**Aromanilla**

Trade Name Reg. U. S. Pat. Off.

Imitation Vanilla Flavor

6 Varick Street • New York City 13

Chicago Office and Warehouse, 219 E. North Water Street  
HELPING CUSTOMERS IMPROVE THE TASTE OF THEIR GOODS SINCE 1901

minds of the NCA distribution committee. Chairman Clarence O. Matheis, Walter H. Johnson Candy Co., Chicago, and James F. Mulcahy, the new NCA merchandising director, have brought the "balanced selling" program along to the point of inaugurating sales-training classes for wholesale salesmen on a nation-wide scale. Securing the unqualified cooperation of the U. S. Dept. of Education began to assure success for the cooperative manufacturer-wholesaler program, and the favorable reaction to the first "test" class which convened in Baltimore, Nov. 13-19, seems to insure that success.

The association—through the efforts of the distribution committee—became the first organization to take advantage of the George-Barden Act, recently passed by congress. This provides \$2,500,000 for the training of workers in the distributive occupations such as wholesale merchandising and selling.

#### Sanitary Standards Program

Another program initiated in 1946 by the far-sighted men of this industry, and already proving of practical benefit to individual plants as well as the industry at large, is the sanitary standards program launched by the sanitary advisory committee, of which Charles F. Scully, Williamson Candy Co., Chicago, is chairman. Earlier this year, Gerald S. Doolin was employed to conduct this program as sanitation director.

As in the past, NCA plans involve a definite advertising and publicity campaign telling the story of candy's place as a food in the American diet—a program conducted on a plane of sincerity, truthfulness, and social consciousness embodying presentation of fair and exact facts and figures. NCA's council on candy—which has been ably steered through the rough waters of 1946 by John H. Reddy, New England Confectionery Co., Cambridge, Mass.—during the coming year will be piloted by W. C. Dickmeyer, Wayne Candies, Ft. Wayne, Ind.

Backbone of the council's 1947 promotional punch will continue to be the full-page four-color "bleed" pages in LIFE and the SATURDAY EVENING POST. Special pages in medical journals and magazines read by school teachers and home economists will supplement the consumer campaign. Again, as in 1946, folders outlining the facts of candy's value as an energy food will be distributed by the hundreds of thousands to the nation's schools.

#### Movie to Be Made

In addition, a candy movie which will show America how candy is made, picture the wholesome ingredients which go to make up finished confections, and show how candy does have a proper and important place in the daily diet, will be completed next May. The film, based on a script prepared by RKO-Pathé, Inc., will not only be available for industry rallies but 200 prints—reduced to 16-mm. size—will be made available to school groups, PTA's, women's and service clubs, church organizations, and other specialized groups.

Facts about candy will continue to be distributed to women's page editor's, columnists, financial editors, and writers on health topics for newspapers and magazines throughout the country, as well as to women's program directors in the nation's radio stations.

These are the more prominent rungs built into the ladder of success by forward looking members of the confectionery trade.

With "cooperation" the pass-word, no obstacle can long deter this industry and its big family from attaining the heights of security and happiness.



# *Candy Equipment* **PREVIEW**

JANUARY, 1947

## **THE INSTANT AND CONTINUOUS FONDANT MACHINE**

THE FINEST . . . MOST MODERN FONDANT MACHINE . . . offered the candy industry was announced one year ago in *Manufacturing Confectioner*.

Since then the demand has far exceeded the supply, and we want to express our deep and sincere appreciation to all, especially for your patience, and understanding of the delays in filling your orders.

As we enter the new year we are hopeful that conditions will change so that we can fill your orders more promptly, and give you the service you expect.

If you have not already investigated . . . then you should do so now. For this machine is revolutionizing the making of Finer, Smoother Fondants.

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## **CONFECTION MACHINE SALES Co.**

30 NORTH LA SALLE STREET • CHICAGO 2, ILLINOIS  
Telephone Andover 3204

# Economies in a Medium Size Plant

By LOUIS TARNOPOLL

Associated Consulting Engineers, New York

**A**N analysis of economies that might be achieved in the floor space in a medium-size plant inevitably narrows the inquiry down to the economical layout of departments within a plant and ultimately to the economical layout of the equipment within a department. In this article general recommendations are suggested for achieving such economical layout. (*Additional economies are discussed in Mr. Tarnopoll's previous article in the October MANUFACTURING CONFECTIONER.—Ed.*)

As mentioned in my previous article, many plants can attain considerable economies through the utilization of gravity. Where, therefore, material in liquid or semi-

liquid form is stored on the second and first floors, respectively. The raw material is mixed on the third floor and flows by pipe or other means to the second, where it is poured into containers or molds, passes through cooling tunnels, and is wrapped or packaged. From there it goes, again by gravity, to the first floor, to be packed and shipped. Though designed for a three-story plant, this layout, with few modifications, can apply also to plants having two, four, or more floors.

## Rehandling Eliminated

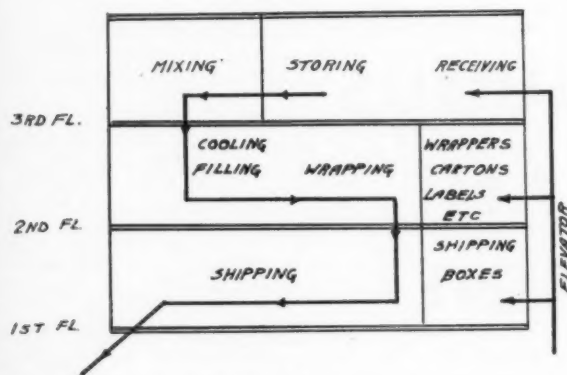
This design achieves simultaneously several different types of economies. Thus, it economizes on labor, eliminating the rehandling of products-in-process from the mixing to the wrapping and from the wrapping to the shipping departments. Another economy is the saving of space. Were the mixing, wrapping, and shipping departments located on the same floor, the products-in-process would require additional space to move from department to department. In this layout the space utilized for this purpose is the vertical space between floors that would be wasted otherwise.

The final economy is the advantage this layout offers in placing raw material and supplies at the exact points where needed on the three floors. Arranged in this manner the raw material can be progressively received, stored or weighed by the time it reaches the mixing location on the third floor, while the wrappers, cartons, labels, and shipping boxes are located at the exact points where used on the other two floors. The saving in rehandling is obvious.

## Equipment Layout

Where an entire plant or an entire department is situated on one floor, space may again be saved by the simple expedient of locating machines and equipment in such a manner that the space between machines and necessary handling are reduced to a minimum. It is an

FIG 1



liquid form can be made to flow by gravity, as in certain departments in confectionery or food processing plants, such departments could conveniently be located in multi-story buildings with the liquid or semi-liquid mix flowing from the upper to the lower floors through pipes or other lowering devices.

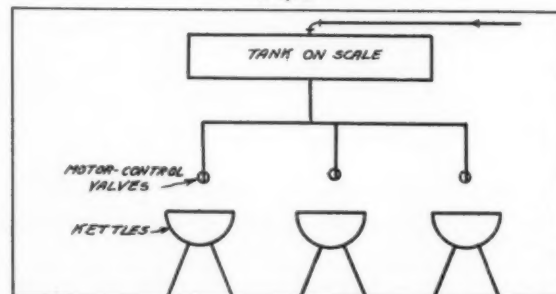
## Economies in Single Story

Where, on the other hand, the sequence of operations necessitates continuous manual attendance—such as is required at beaters, enrobers, or packaging machines—such a sequence invariably points to the single-story as the most economical, since one operation there succeeds another and all operations flow in a straight line.

As the processing of the average confectionery or food plant is composed of a combination of both types of operations—with mixing, cooling, and melting being done on some floors and filling, wrapping, packing, and shipping done on other floors—the economical layout of such a plant logically points to the multi-story type as the more desirable. Where, therefore, the choice lies between placing all departments on one floor or placing them on several floors, the latter should be chosen as the most economical by far.

Figure 1 is a theoretical layout indicating how both types of flow can be combined economically. The raw material is received and stored on the third floor, while supplies such as cartons, labels, and shipping boxes are

FIG 2



elementary principle of plant layout that machines must be placed as close together as convenient both to save space and to economize on the labor of handling from one operation to the next.

In a medium-size plant, however, a good deal of space may also be saved by raising equipment such as tanks, sugar grinders, certain types of kettles and mixers



# Be Prepared--Buy **BURRELL BELTS**

*They'll Reduce Breakdown Losses in Production*



## **Here's A Special Message For You!**

The year ahead may be the most important one in your life as a candy manufacturer. Now is the time to lay your plans for greater production when raw materials become available in larger quantities. Plan to use BURRELL belts to avoid production delays caused by belting breakdowns.



When you think of belts, think of **BURRELL** belts. They give longer lasting performance. Over 32 years of designing special belts for candy manufacturers gives us the experience to fill your every belting need quickly and satisfactorily.

Don't wait until you have a breakdown to order new belts. Have a BURRELL "spare" in the plant at all times. A spare is your insurance against production losses caused by breakdowns. Help us fill your order more efficiently by giving us complete and accurate information concerning type, exact size and length, and then call on us for prices and information.



To measure for belts, be sure all take-ups are at such a position that the minimum belt length can be determined with a steel tape. Be sure the tape travels the same path the BURRELL belt will travel. Include exact length and width of each belt. Write or call us for recommendations and information on sizes and types.

## **It Is Profitable to . . .**

Let BURRELL belting "know-how" and the . . . 11 BURRELL stars help you!

- |  |  |
|--|--|
| ★ <b>CRACK-LESS Glazed Enrober Belting</b>   | ★ <b>Innerwoven Conveyor Belting</b>   |
| ★ <b>THIN-TEX WHITE Glazed Belting</b>   | ★ <b>Batch Roller Belts (patented)</b> |
| ★ <b>White Glazed Enrober Belting (Double texture; Single texture; Aero-weight).</b> | ★ <b>Cold Table Belts (endless)</b>    |
| ★ <b>Packaging Table Belts (Treated and Untreated)</b>                               | ★ <b>Caramel Cutter Belts</b>          |
| ★ <b>V-Belts (endless)</b>   | ★ <b>Feed Table Belts (endless)</b>    |
|  | ★ <b>Caramel Cutter Boards</b>         |

BURRELL holds a position of leadership in the belting field because, with the purchase of BURRELL belts, you . . .

**"BUY PERFORMANCE"**

**BURRELL BELTING CO. 401 So. Hermitage Av. Chicago**

off the floors and by using the space underneath for storage or for other kettles or beaters necessary for the succeeding operations.

Thus, as shown in Figure 2, a glucose tank, suitably flattened to give sufficient headroom, could be located overhead, with the kettles or mixers located directly

FIG 3

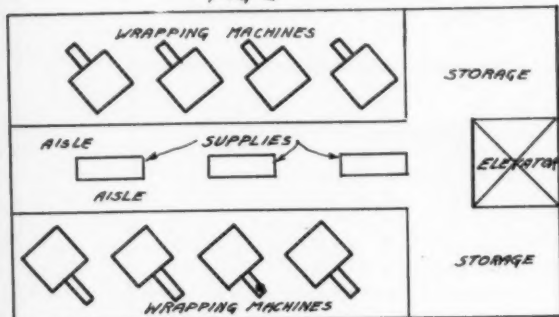
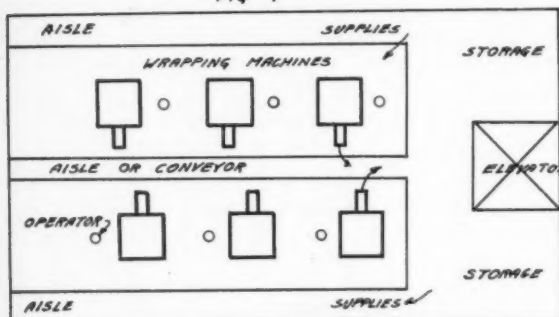


FIG 4



under it. If exact weighing is desirable the tank could be suspended on a scale and the valves on the various discharges motor controlled. The tank would be filled by means of a pump from an outside source.

Similarly, kettles for various mixes could be placed on elevated platforms and the mixed product allowed to flow to beaters or secondary stage kettles located on the floor. The raw material to the upper kettles could be pumped or lifted by a mechanical conveyor.

### Vitally Important

Many plants—especially those with inadequate space—consider aisles of secondary importance, and either have no definite space set aside for them or, if they do, constantly clutter them up with trucks. Yet, aisles are as vitally important to efficient operation as competent layout of machinery. Unless adequate aisle space is provided for and kept clear, the traffic will snarl up and the production flow bog down.

The average medium-size plant has one elevator located at one end of the loft. Very frequently the loft is not too wide, either. How are the aisles to be located in such a loft? How is the machinery to be located to permit free and economical flow of supplies to the machines and free return of the finished product from the machine back to the elevator or to the next stage of the processing?

Figures 3, 4, and 5 indicate schematically how aisles and machines could be located economically in lofts of different widths, taking into consideration that the production flow must return to the elevator in every case. In Figure 3 one aisle is provided for, but it is made wide enough to permit locating supplies centrally in such a

manner as to feed the machines to either side of the aisle. The finished product is returned along the aisle.

Figure 4 shows a different layout with the supplies fed to the machines through the outside aisles and the finished product returning to the elevator via the central aisle. Such a layout can be used, obviously, in a loft wider than the one indicated in Figure 3. One advantage of this layout is that instead of an aisle the middle space could be converted into a gravity-type conveyor, the finished product from the machines rolling down over it to the elevator without additional handling.

Figure 5 goes a step further, the layout permitting the placing of pairs of machines in such a way as to enable one operator to supervise the two of them. The supplies would be fed to the machines through the two outside aisles, the finished product returning to the elevator through the middle aisle. Not unlike the previous layout a roller conveyor may take the place of this central aisle.

A four-foot aisle should be adequate for most medium-sized plants, since dollies or trucks will rarely exceed three feet. Should it be contemplated that trucks may have to by-pass each other, a by-pass space four feet wide and about six feet long may have to be located to one or the other side of the aisle.

### Tiering Machine Helpful

To stack material overhead in order to economize on space, a tiering machine is frequently found very helpful as well as economical, as it also saves on manual labor. Where such a machine is used, the aisle may have to be slightly widened to allow for the overall length of the tiering machine.

As shown in Figures 3 and 5, space may also be saved by locating machines obliquely. Then, instead of spac-

FIG 5

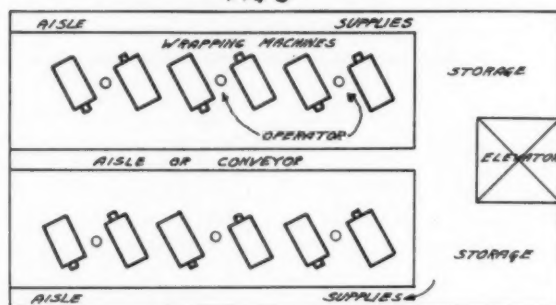
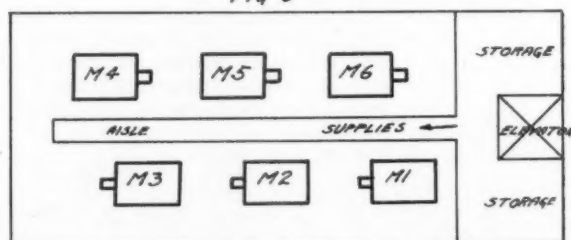


FIG 6

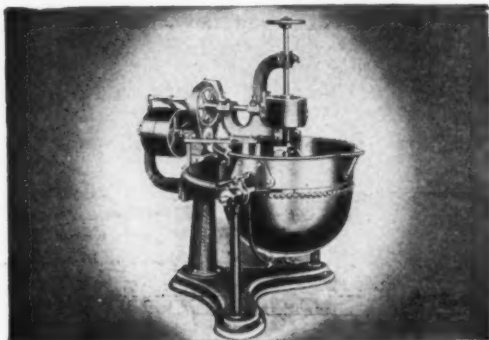


ing machines three feet apart to permit clearance for the operator, much less space is required. Such a spacing reduces also the travel of the finished product since—say in the case of wrapping machines—the wrapped product would also be immediately close to the aisle.

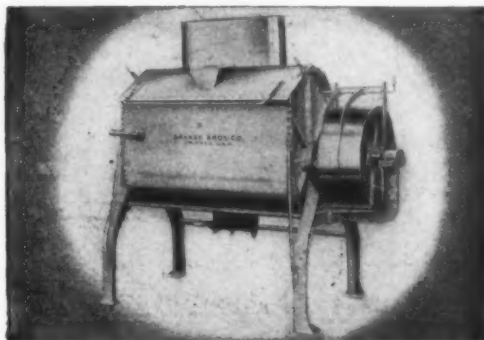
It is laboring the obvious to assert that machines for succeeding operations must be placed close to each

# SAVE WITH "SAVAGE"

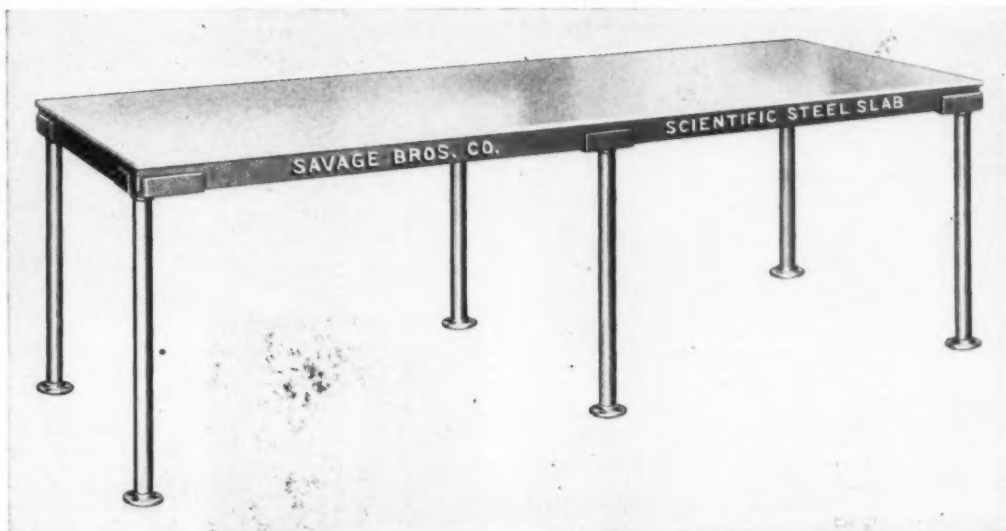
Machinery and Equipment made by SAVAGE has set a 90-year record for low-cost operation and maintenance. Close cooperation with confectionery manufacturers enables SAVAGE to anticipate your own needs.



**TILTING MIXER.** Adaptable for caramel, nougat and coconut batches. Double action agitator. Belt drive or motor drive. Sizes 25, 35 and 50 gallon.



**OVAL TYPE MARSHMALLOW BEATER.** 100% sanitary. More beating space for volume. Faster heat discharge. Quick cooling. 150 and 200 pound sizes. Belt or motor drive.



**SAVAGE Scientific Heating-Cooling Slab.** Even heating or cooling at all times. *No hot spots.* Will cool 20% faster. Withstands 125 lb. working pressure. Legs adjustable. *Completely fool-proof.* Perfect for Bottomer Cooling Tables.

SAVAGE has given almost a century of service to manufacturing confectioners. This long record of high-quality machinery production plus efficient repair service has made the name SAVAGE synonymous with candy machine quality.

**Savage Machines Will Help Speed Your Production.**

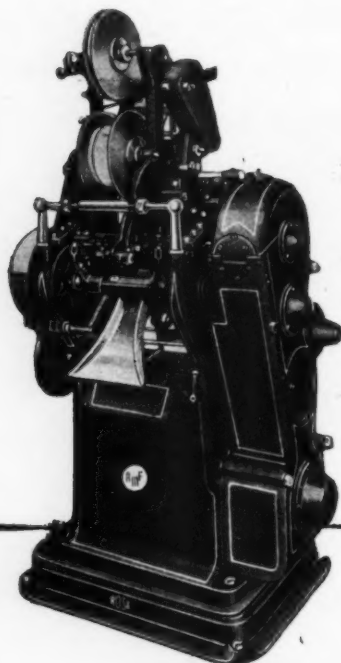
Since 1855



**SAVAGE BROS. CO.**

2638 GLADYS AVE., CHICAGO, ILLINOIS

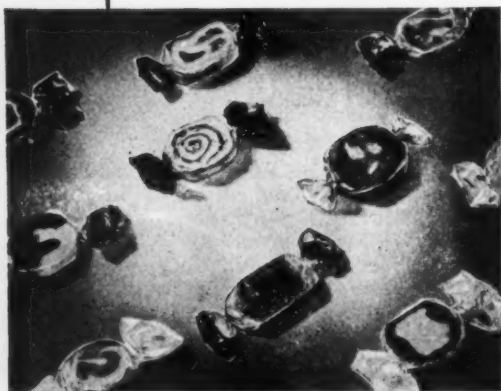
## INDIVIDUALLY PROTECTED CANDY



**ROSE TRIUMPH Plastic Toffee Cut and Twist Wrap Machine** forms, cuts and twist wraps rectangular, oval, or round pieces at speeds up to 500 per minute. The Triumph neatly twists both ends to show fancy centers. Permits eye-catching, appetizing display while hygienically protecting candy from dirt, moisture and handling. High speeds for economical production.

USED BY THE COUNTRY'S LEADING CONFECTIONERS

Write the Rose Machinery Division for new circulars on this and other Rose Candy Machines



**AMERICAN MACHINE & FOUNDRY CO.**

511 FIFTH AVENUE, NEW YORK 17, N. Y.

other. It is imperative to emphasize, however, that these machines be placed to one side of the aisle rather than criss-cross it, to preclude interference by traffic.

Should some aisle crossing be necessary, as when the flow must return to the elevator, as shown in *Figure 6*, products-in-process could be fed to machines *M1, M2, M3* in succession and the aisle could be crossed at the end of the loft, proceeding by way of *M4, M5, M6*. Any other arrangement would not only interfere with the flow of product, holding up the men and the machines, it would also interfere with the flow of regular aisle traffic.

As mentioned repeatedly, a great deal of labor saving could be achieved by feeding supplies and product from one floor to another by gravity. Where the product is in the form of bags, shipping cases, or large cartons, a spiral chute is very effective for this purpose. Where, therefore, such spiral chutes—as well as conveyors or material elevators—are desirable in a plant, one additional method of economizing on space is to place such equipment outside of the loft, providing inlets and outlets in the wall and enclosing the whole to protect it against the weather. While not always possible on the ground floor, such an installation can be utilized on the upper floors, increasing in effect the loft area to an appreciable extent.

• **Allis Chalmers Mfg. Co.**, Milwaukee, has named Paul R. Pollock manager of its Denver office, J. L. Singleton, manager of district offices announces. Mr. Pollock has been with the firm since 1936. Henry H. Roth, whom he succeeds at Denver, is transferred to the firm's main works in West Allis, Wis.

• **Dr. Nellie E. Goldthwaite**, known for her work on the use of pectin, died recently after a brief illness. Dr. Goldthwaite was 83 years old. She was one of the first women to hold a research appointment at the Rockefeller Institute for Medical Research in New York City.



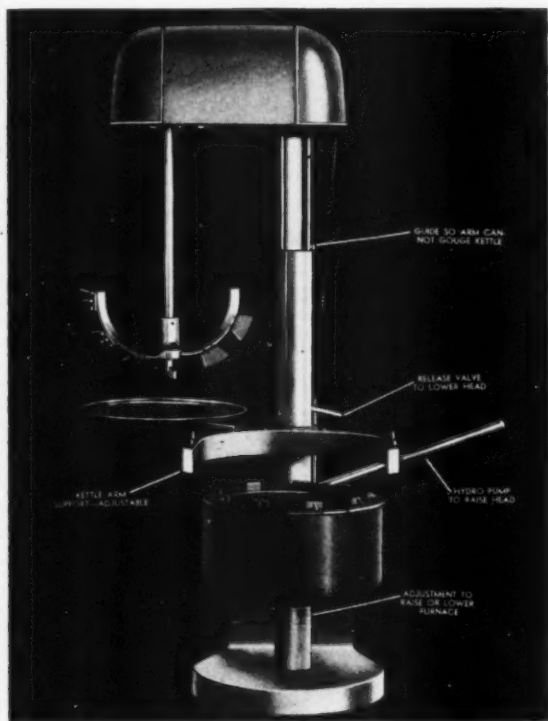
**J. E. ANDERSON**, recently made district manager of Wheelco Instrument Co.'s new Indianapolis office at 107 S. Capitol Drive. Mr. Anderson will take charge of greater part of Indiana, Western Ohio, Kentucky. He will also direct sub-office in Temple Bar Bldg. located in Cincinnati, Ohio.

• **Institute of Food Technologists** New York section recently heard Dr. Milton E. Parker discuss sanitation programs. Such programs should not be treated as "poor relations" simply because the results are intangible, Dr. Parker stated. He emphasized the sanitation should not be subordinate to control laboratories or production foremen, and that too often personnel assigned to carrying out sanitary practices in food plants are "lame ducks." Benefits accruing from a satisfactory sanitation program, he added, are not only the more obvious ones such as reduced seizure rates.



# THE "HYDRO-LIFT" FIRE MIXER

*Modern in Design -- Efficient in Performance!*



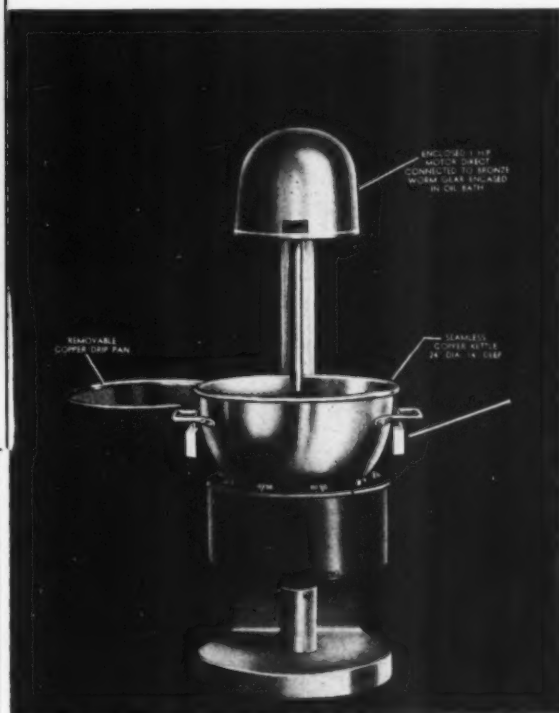
**NOTE:** The Mixing Arm swings off furnace over a copper drip pan. This enables one to keep furnace and mixer clean at all times.

## *Economy --*

Maximum economy of operation, minimum maintenance expense result from the advanced engineering design of this modern "Hydro-Lift" Fire Mixer. Reduction gears incased in oil bath provide long-lasting, quiet operation. For information, write, wire, or phone:

## *Sanitary --*

Where cleanliness is essential, the "Hydro-Lift" Fire Mixer is your answer. Fully-enclosed gears and working parts assure oil and grease will not soil or contaminate your products . . . simplify cleaning and maintenance. Limited amount available for immediate delivery.



The "HYDRO-LIFT" Fire Mixer is so designed that the machine may be placed close to the wall, as the mixing arm and head lift straight up.

# R. M. DUBIN

—INDUSTRIAL MACHINERY AND EQUIPMENT SALES—

2500 So. San Pedro St.

Phone PROspect 8388

Los Angeles 11, Calif.

## Candy Equipment News

The products described in these columns are all coded for your convenience. You may write in to THE MANUFACTURING CONFECTIONER for any further information on any one of these items and further information will be sent to you. Make use of this section to keep up-to-date on new candy equipment of all types. Information on these items is free for the asking.

### Pump Bars for Depositing Equipment

Piston troubles and washers are reported eliminated with these stainless steel pistons. Wear-proof features of pistons and pump body assure accurate deposits. No soaking and long life also added features. Prompt delivery promised. Check Code M01A47.

### Efficient, Sanitary Fire Mixer

New streamlined, sanitary fire mixer offers efficient, long lasting, and quiet operation. Reduction gears are encased in oil bath. Motor, gear, and all working parts are fully enclosed to simplify cleaning and maintenance of machine. Check Code M01B47.

### Low Cost Refrigeration Condenser

This condenser allows refrigerant to be condensed without material consumption of condensed water. 1000 BTU are removed from the refrigerant for every pound of water condensed. System prevents scale deposit from

hard water. Maintains uniform head pressure year around. Check Code M01C47.

### All Steel Skid Platform

This new steel platform can be made in any required size and for any specific lift truck. Features claimed are: (1) Continuous platform surface. (2) Z-bar brace welding. (3) Novel leg design allows lift to be stacked on end when empty by single operator. (4) solid construction, no bolts or rivets used. (5) smooth edges. Check Code M01D47.

### Compressed Air Dehydrator, Dryer

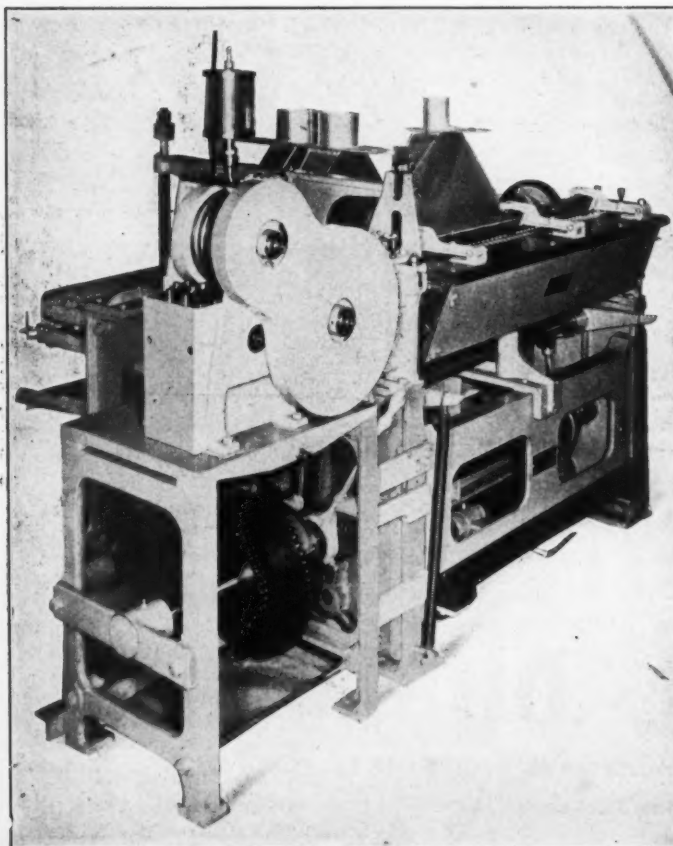
Temperatures up to 1000 degrees F. can be maintained with control of leaving temperatures held to within plus or minus one degree F. Method used allows compression of air at materially lower temperature than conventional heater. Reduces burning and discoloration as well as aiding in retention of all essential ingredients. Check Code M01E47.

### Friction-Operated Marking Device

Requiring no outside power, this unit attaches to conveyors, packaging or sealing machines, making single line imprints of code dates, lot numbers or content information on cases, crates, cartons, kegs or drums in motion. May also be used for continuous marking of paper or fabric. Available for prompt shipment. Check Code M01F47.

### New Type Agitator in Kettles

Still in planning stage, manufacturer's seamless drawn jacketed kettles will have an entirely new type of agitator, driven from bottom of the kettle, thus eliminat-



## The Automatic Hard Candy Machine Model E

For producing all hard candies of  
spherical shape.

Balls

Kisses

Barrels

Eggs

Olives, etc.

One operator spins direct to machine.  
Capacities 3000 to 10,000 pounds.  
Our Model E incorporates all the  
developments of previous experience

There is no Substitute  
for Experience.

**John Werner & Sons, Inc.**  
ROCHESTER 13, N. Y.

ing mechanism driven from top of kettle. Drive will have no stuffing boxes or glands to leak or present unsanitary cracks difficult to clean. Only a few minutes will be required to remove agitator for cleaning. Check Code No. MO6D46.

#### Adhesive Prevents Shipping Slippage

A new adhesive designed to prevent cartons from slipping during shipping. Cost of glue is inconsequential compared to breakage savings. High sheer strength prevents lateral motion, low tensile strength allows easy release with sharp upward motion. Check Code M01H47.

#### Control Valve Bulletin

This informative bulletin provides information relative to various valve problems. Features: (1) color charts of various types enamel used. (2) plates and tables of specifications for most common types of valves. (3) tables for computing sizes and correct valves to use in installation. Check Code M01I47.

#### Automatic Material Racks

Racks are spring activated, maintaining load at proper working level at all times. Smooth, noiseless and trouble free action is claimed. Unit is compact, requiring minimum floor space while in use, minimum space when stored. Check Code M01J47.

#### Continuous Confectionery Processing

Machine combines any or all of following operations, it is stated: grinding, blending, mixing, texturizing, emulsifying, bleaching, and homogenizing. Fast, low-cost, and efficient operation stated. Check Code M01K47.

#### Hard Candy Equipment

Designed to produce all types of hard spherical-shaped candies, this automatic machine has capacity of 3,000-10,000 pounds. Check Code M01M47.

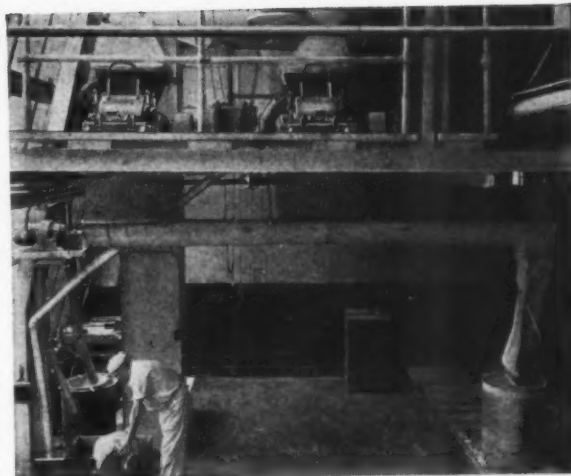
#### Ultra-Fine Powders

Detailed information on production of fine and ultra-fine powders and on testing their value is provided in booklet soon to be released by this firm. Par-

#### Check Coded Items in Which You Are Interested in Getting Literature

MO1A47—MO1B47—MO1C47—MO1D47  
MO1E47—MO1F47—MO1G47—MO1H47  
MO1I47—MO1J47—MO1K47—MO1L47  
MO1M47—MO1N47—MO1O47—MO1P47  
MO1Q47—MO1R47—MO1S47—MO1T47  
MO1U47—MO6D46—MO6E46

Name.....  
Company.....  
Position.....  
Address.....  
City.....  
State..... Zone.....



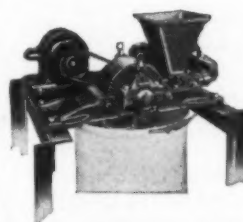
Two No. 3TH MIKRO-PULVERIZERS  
Grinding Granulated Sugar

## MAKE BETTER PRODUCTS with Finer, Fluffier Sugar

**S**ugar pulverized by the MIKRO-PULVERIZER is finer and fluffier than the average grade XXXX sugar. Your powdered sugar is always fresh and does not require addition of starch when ground as it is needed:

No other pulverizer of equal capacity requires such a minimum of floor space. And, where floor space is at a premium, the MIKRO, because of its lack of vibration, can be installed on top of bins, over conveyors, or suspended from wall or ceiling.

Cost of operation is exceptionally low. Records show an annual return on investment of from 25 to 200 per cent due to savings in power and labor alone.



No. 2TH MIKRO-PULVERIZER

MIKRO-PULVERIZERS are sold with performance guaranteed as to particle sizing, capacity and power required.

SEND FOR  
your copy of 40 page fully  
illustrated catalog.

#### PULVERIZING MACHINERY COMPANY

61 CHATHAM ROAD • SUMMIT, N. J.  
NOW...2 TYPES TO MEET MOST PULVERIZING NEEDS

**MIKRO-PULVERIZER**  
**ATONIZER**

Reg. U. S. Pat. Off.

# PRINCIPLES and DESIGN of CHOCOLATE COOLING TUNNELS

By  
Edward W. Meeker  
Research Laboratories  
Walter Baker & Co., Inc.

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MANUFACTURING CONFECTIONER**  
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## CANDY EQUIPMENT PREVIEW

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ticle size control, blending and dispersing accurately, and selection of mechanical pulverizers are also discussed. Check Code M01L47.

### Plastic Candy Scale

A completely new scale that has no paint to chip and cannot rust. Fully enclosed. Even-balance construction with precision accuracy. Large, easy-reading dial. Air dash pot for quick stop. Large, adequate scoop. Check Code M01G47.

### Detergents for Sanitation

Low cost, efficient plant sanitation is credited modern detergent methods of this firm. Specialized cleaning saves time and effort in keeping maintenance cleaning costs down. Check Code M01N47.

### Aluminum Fondant Machine

Instant starting aluminum fondant machine features cleanliness, unsupervised operation, virtual elimination of cleaning and scraping. Continuous operation and short run operation are both reported economical. Check Code M01Q47.

### Candy Cooling Equipment

Design, fabrication, and installation of cooling equipment offered by this firm. Includes belts, conveyors, tunnels, packing tables, air conditioners, room coolers, dehumidifiers. Check Code M01P47.

### High Production Chip Cooker

Cooker features: 150-200 pounds production of potato chips per hour, scientifically exact gas and air mixer, long flue travel, cold zone, manual open kettle frying. Cooking oil remains fresh, is not broken down by burning particles. Check Code M01Q47.

### Mint Puff Equipment

Capacity of 8,000-10,000 pounds daily reported for this latest machine. Three sets of rollers. Also offered in 5000-pound-a-day model. Check Code M01R47.

### Candy Plant Belts

Designed specifically for meeting belt problems in candy plants, belts include features to overcome slipping, shrinking, stretching, excessive wear. Check Code M01S47.

### Heating-Cooling Slabs

Even heating at all times, 20 per cent faster cooling, no hot spots, adjustable legs, and 125-pound working pressure withstandability are featured in heating-cooling slabs of this firm. Check Code M01T47.

### Plastic Sheet for Hand-Dipping

This new plastic sheet takes place of glazed paper now practically impossible to get, says manufacturer. Sheet may be used indefinitely and imparts to bottoms of chocolates a high shine of practically mirror finish. Tests report it is capable of cutting cost of dipping paper at least in half. Check Code No. M06E46.

### Improved Cast-Iron Candy Cooler

It is claimed that this new cooler, with perfect water circulation, will cool a batch of candy one-third faster than any other steel cooler. It is made entirely from cast iron in one piece, making it free from leaks. It has a planed smooth top; rests on cast iron frame, which has set screws for leveling. Tested to 100 lbs. pressure. Check Code No. M01U47.



## Trade Marks

*The following memorandum relating to Trade-marks is made available through an arrangement with James Atkins, registered patent attorney, Munsey Building, Washington, D.C. The trade-marks were recently published by the U.S. Patent Office and, if no opposition thereto is filed within 30 days after the publication date, the marks will be registered.*

**Boulevard** and silhouette of horse and carriage. Ser. No. 467,445. Boulevard Candy Co., Chicago. For candies.

**Global** and representation of globe. Ser. No. 477,167. Rockwood & Co., Brooklyn. For confection pieces—namely chocolate candy.

**Johnny Peanut.** Ser. No. 470,651. Brown & Haley, Tacoma, Wash. For peanut candy bars.

**Going My Way.** Ser. No. 478,755. Mason Au & Magenheimer Conf. Mfg. Co., Brooklyn. For candies.

**Teekay.** Ser. No. 490,556. True Blue Gum Co., Inc., Lansing, Mich. For chewing gum.

**Town Hall.** Ser. No. 487,512. McCrory Stores Corp., New York. For chewing gum.

**Fannee** and shield. Ser. No. 476,759. Fannee Chocolate Corp., New York and Brooklyn. For chocolates.

**"Between the Acts".** Ser. No. 489,518. Edgar P. Lewis & Sons, Inc., Malden, Mass. For candy.

**Most Excellent.** Ser. No. 475,590. Wallace & Co., Brooklyn. For candy.

**Knollwood.** Ser. No. 489,502. Bunte Brothers, Chicago. For candy.

**One-Way.** Ser. No. 487,013. The Sweets Company of America, Incorporated, doing business as The Sweets Company of America, Inc., Hudson, N. J. For candy.

**Turtles.** Ser. No. 481,318. De Met's, Inc., Chicago. For candy.

**Mark** consists of representation of 3 turtles. Ser. No. 481,319. De Met's, Inc., Chicago. For candy.

**Childhood Sticks.** Ser. No. 490,281. Bobs Candy & Peanut Co., Albany, N. Y. For candy.

**Swap.** Ser. No. 491,461. Cardinet Candy Co., Inc., Oakland, Calif. For candy bars.

**Gaytime.** Ser. No. 487,250. Gaytime Foods, Los Angeles. For shelled nuts and candies.

**Kandy King** and man's head wearing crown. Ser. No. 482,061. King Cole Co., Chicago, Ill.

**Asco.** Ser. No. 482,921. Eva B. Cohen, doing business as Asco Packing Company, Newark, N. J. For packaged salted nuts and candy.

• **The World's Industrial Fair**, opening in June along Atlantic City's famous boardwalk, will feature food exhibits. The fair, modeled after the permanent fair at Leipzig, Germany, will be a permanent institution as a center for new ideas.

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**CB SYSTEM**



CONDENSATE RETURNED TO BOILERS AT HIGH PRESSURE AND HIGH TEMPERATURE

## SUPPLY FIELD NEWS

• **A. E. Staley Manufacturing Co.**, Decatur, Ill., is entering a two-phase postwar program to widen the scope of its consumer and industrial sales fields, reports A. E. Staley, Jr., president. The major phase, a \$15,000,000 modernization and construction program on the corn refining unit in Decatur.

The second phase is nearing completion. This includes a \$250,000 expansion program of research laboratories; a \$2,000,000 soybean oil extraction plant; a \$250,000 pilot plant; and a \$1,000,000 plant for the manufacture of Monosodium glutamate.

• **Dairyland Milk Corporation**, St. Paul, announce an expansion program for 1947 which includes the establishment of additional warehouse facilities in key distribution centers.

President W. H. Brown states that this will permit improved service to candy manufacturers who purchase dry milk solids and condensed milk in less than carlots.

## BLUE DIAMOND *California* ALMONDS



**BLUE DIAMOND ALMONDS** are now featuring colorful outside posters in major cities as part of large, new advertising plan. The design features natural salted almonds in actual color.

• **B. W. Dyer & Co.**, New York, recently announced payment of a Christmas bonus through B. W. Dyer, senior partner of the firm. The bonus is based on employees' productivity and profitability during the year. This is addition to bonuses of 10 per cent, 10 per cent, and 5 per cent on salaries paid by the firm for the first three quarters respectively.

• **Monsanto Chemical Co.**, St. Louis, recently announced that Dr. Charles Allen Thomas is a vice-president and technical director of the firm. Dr. Allen was one of the principal scientists in the development of the atomic bomb.

• **Chas. Pfizer & Co., Inc.**, Brooklyn, announces acquisition of the Victory Yard property at Groton, Conn. The tract and buildings were purchased from the War Assets Administration. John L. Smith, president, says the company intends to develop the site as a chemical plant in expansion of its current production activities at its Brooklyn plant.

• **Shell Chemical Co.** reveals plans to build a \$7,000,000 plant at Houston for production of synthetic glycerine and other petroleum products.

• **Flo-Sweet Products Corp.**, a subsidiary of Refined Syrups & Sugars, Inc., recently announced the appointment of J. P. Cody as executive vice-president. Flo-Sweet was organized to handle the sale of packaged products for consumer and institution.

**Dollar Sales Reach All-Time High in October:  
First Ten Months Sales Nearly \$520,000,000**

**M**ANUFACTURERS' dollar sales of confectionery reached an all-time high in October, 22 per cent over October a year ago, and 37 per cent above September of this year, reports J. C. Capt, director of the census. The former high sales record was in November, 1944. Sales for the first 10 months in 1946 were one per cent over those of the corresponding period of 1945. This is the first time this year there has been an increase in year-to-date comparison. These data are based on reports from 284 manufacturers located throughout the country.

Total candy sales by all manufacturers in the country for the first 10 months of this year are estimated at approximately \$520,000,000.

October sales in pounds as reported by 126 manufacturers increased 11 per cent over last year, while the dollar value increased 25 per cent. The rise in dollar sales was due principally to an average price increase of 3.2 cents per pound, from 24.7 cents to 27.9 cents. Comparing the first 10 months of this year with the corresponding period of 1945, poundage sales of the 126 firms were off four per cent whereas dollar sales were three per cent above last year.

Dollar sales increases over October a year ago were reported by all types of candy manufacturers. Chocolate products and "other" manufacturers showed substantial increases (22 per cent) while manufacturer-retailers rose only four per cent. In the month-to-month comparison, October over September, large increases were reported by each of the three classifications: "other manufacturers" up 40 per cent; chocolate manufacturers,

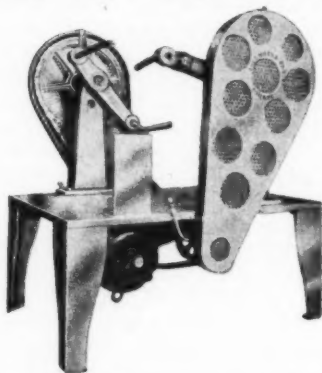
28 per cent; and manufacturer-retailers, 26 per cent. On a year-to-date basis, first 10 months of 1946 compared with the corresponding period of 1945, sales of chocolate manufacturers were up 12 per cent and manufacturer-retailers, up two per cent, while "other manufacturers" remained virtually unchanged.

The October 1946-October 1945 comparison of dollar sales of "other manufacturers" by areas revealed increases in all areas with the exception of Pennsylvania. Increases ranged from nine per cent in Massachusetts and California to 40 per cent in Illinois. Sales dropped four per cent in Pennsylvania. Comparing October with September, the New Jersey-Maryland-District of Columbia area reported a two per cent decrease, and the Minnesota-North Dakota-South Dakota-Nebraska area, a six per cent decline. Dollar sales in the remaining areas revealed increases, led by Illinois with a 69 per cent gain and followed by New York with a 49 per cent increase. Of the five states that account for the major portion of dollar sales, Massachusetts was up five per cent and Illinois four per cent in comparing the year-to-date 1946 over 1945. California was at about the same level while New York and Pennsylvania reported declines of seven and 15 per cent respectively.

Average weekly earnings of confectionery workers during September were \$39.90, the U. S. Bureau of Labor Statistics reports. This is a gain of 2.5 per cent over August, 1946, and of 13 per cent over September, 1945. Average weekly hours worked totaled 39.8, up 0.6 per cent from August, 1946, and down 2.4 per cent from September, 1945. Average hourly earnings were 86.5 cents, up 0.6 per cent from August, 1946, and 14.3 per cent from September, 1945.

## MILLS

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# Save Time Losses to Boost Output

By JOHN A. PATTON\*

President, John A. Patton, Management Engineers, Inc.

I LIKE to compare the "productivity" of a plant to the efficiency of an ordinary heating system, such as you or I might have in our home. In both cases we can use, for purposes of illustration, the old formula—output minus input equals "efficiency" or "productivity". We know that if both the plant and the heating system are to be kept in operation, "fuel" must be bought for each. Buying, or purchasing, therefore, is a function necessary to continuous operation. And the greater the output the more fuel we must purchase, within limitations of course. Output and input must, therefore, be coordinated if losses in productivity and efficiency are not to be incurred.

Just as proper fuel is essential to secure maximum efficiency in our heating plant, so proper raw material is likewise essential to secure maximum productivity in our business. We are all aware of the fact that, especially today, it often becomes necessary to make material substitutions when the material originally specified is not available. But whenever this is done, the total effect upon the production department should first be analyzed very carefully before arbitrarily going ahead with substitution. Otherwise, the possibility of not only increased cost, but of needless labor loss presents itself.

## Proper Scheduling Important

Returning to our heating system once more, let us consider the matter of scheduling. The thermostat, as we know, schedules and controls the amount of heat which is to pass through the distribution channels. Similarly, in industry it is the planning and scheduling department which schedules and controls the amount of materials which is to pass through the production channels, and eventually through the distribution channels. Yet, it has always been astounding to me to see what a lack of coordination actually exists between the scheduling and distribution departments.

Have you ever had your furnace clogged or stopped because your wife, in her initial attempt to heat the house in your absence, threw in too much coal or failed to remove the ashes simply because she didn't know any better? If you have, you probably realized that the mishap was due to your failure to provide proper instruction or training. The same situation may exist in industry. Too often productivity bogs down—with consequent loss in labor hours—simply because of the lack of sufficient employee training. Those individuals responsible for the "Training Within Industry" programs during the war contributed an unbelievable amount to decreasing our labor losses. Yet today we have almost completely forgotten this new and ad-

vanced technique, despite the fact that statistics show such programs were responsible for as much as 78 per cent reduction in training time in the ship-building industry alone. Proper instruction and training programs tend not only toward increased productivity, but toward increased labor turnover as well.

## Labor Turnover Costly

Labor, turnover—higher now than it has ever been in the history of our country—is one of our outstanding labor losses. What can we do to avoid it? I, personally, have always been skeptical, for one thing, about the widespread use of present day aptitude testing as a tool for decreased labor turnover, primarily because those companies using the tests often fail to realize their limitations. However, if planned interviewing and testing do nothing more than increase our "batting average" in employee selection, a great deal will have been accomplished by its use.

Recently an interviewing and testing program was initiated at the plant of the Link Belt Co., in Chicago. A standardized interview procedure was established along with batteries of tests. When a new applicant was hired, he first had to go through the regular interview and the test battery. As a result of this procedure and prior to being put on the job, he was rated roughly as follows:

If he appeared unusually promising, he was given a score of 1. If he appeared good, but not outstanding, a score of 2. Marginal applicants, who did not look particularly promising in any respect, were scored 3. Those clearly unpromising were scored 4. After a period of time it was found that over 70 per cent of those who scored 4 or poor had terminated service before two months.

The Los Angeles Merchants & Manufacturers Ass'n surveyed some 250 business establishments and ascertained that it costs these companies on the average of \$188 for each replacement. In other words, the given company invested that much money in recruiting, interviewing, hiring, and training one new employee.

As turnover decreases, so the necessity for training also decreases. To me, the regulated use of charts and picture represents one of the most effective means of cutting down training time.

## Plant Methods

Every year hundreds of thousands of labor hours are lost throughout the nation as a direct result of poor or ineffective methods of manufacture. And I do not include in this the countless hours lost as a result of poor or antiquated equipment—just manufacturing methods. The field of work simplification, as you well know, is wide open, and much remains to be done to

\*This interesting article is a condensation of Mr. Patton's recent address on "Recovering Time Losses to Increase Productivity" before the Society for the Advancement of Management in New York City.



increase productivity thru the application of the proper principles of time and motion study.

In the foregoing examples I have tried to emphasize to the best of my ability and knowledge, the importance of coordinating, as well as installing effective management controls. However, I feel that I could not possibly do justice to the subject without telling you where I feel the real time losses exist—time losses so great that the examples I have just related are peanuts. Last year 98 million days were lost as a result of strikes. That is a staggering figure; however, that is still peanuts as compared to the actual times losses in productivity that accrue from antagonistic attitudes which precede every strike. That is where the real labor losses lie.

#### **"Driver" Tactics Anachronistic**

Management, to a large extent, does not realize, nor understand, that years ago when "driver" tactics were prevalent, a good percentage of our skilled and semi-skilled workers were immigrants who had the old caste system in their blood. Today, we have the second and third generations of these immigrants who are now Americans and have been educated to believe that we are all created equal, that the laborer is as good as the president of the company which employs him, and that he should have an opportunity to share equally in everything anyone else may have. Management must realize and have the foresight to appreciate this fundamental change over the past 30 to 40 years if it is to adopt the proper attitude toward labor.

A recent survey shows that positive actions by management are chiefly responsible for increased worker productivity. I like to call this *progressive aggressiveness*, but such positive action, in my opinion, must be along the correct lines if desired results are to be obtained. For example, we all know of hundreds of companies which have been *unsuccessful* in achieving maximum productivity, primarily because of the unintelligent self-interest displayed by both the company and labor. We also know of many examples where maximum productivity has not been achieved primarily because of the companies' lax, or philanthropic, attitude in their dealings with their employees. But we really know of very few companies which have followed neither extreme, but instead, have taken the middle road, so to speak, realizing that—as Mr. Charles Luckman puts it—"The faults of business were the fertile ground upon which grew many of the vices of organized labor, and that the reformation of business had to precede the reformation of labor."

"Whether or not a person is going to give his services wholeheartedly to a group depends, in good part, on the way he feels about his job, his fellow workers, and supervisors—the meaning for him of what is happening about him," says Prof. Mayo of Harvard. To me this is the answer to recovering real time losses in productivity.

- **Confection Machine Sales Co., Chicago**, is celebrating the first anniversary of introduction of its instant and continuous aluminum fondant machine. Candy manufacturers in every part of the U. S. and Canada, in Argentina, Australia, Africa, Cuba, England, Norway, and Sweden have expressed much interest in the machine following advertising in **The Manufacturing Confectioner**, the firm reports.
- **Specialties Appliance Corp., Chicago**, recently suffered fire damages of about \$300, when gasoline ignited as employees were filling an engine.
- **Cochrane Corp., Philadelphia**, is distributing a new publication analyzing a new process for draining condensate to assure maximum heat economy.



### **Home of "The Candy Cooling People" makers of**

**Economy Belturns, Lustr-Koold Chocolate Cooling Conveyors and Tunnels, Packing Tables, Air Conditioners, Room Coolers, Dehumidifiers, and other "Economy" Equipment for Confectionery and Biscuit Manufacturers.**

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## **WRAPPING MACHINES**

The satisfaction of KNOWING that their wrapping machines will give EFFICIENT, UNINTERRUPTED SERVICE AT ALL TIMES is just one reason why candy manufacturers the world over prefer IDEAL Equipment. These machines, suitable for both large and small manufacturers, are fast, always de-

pendable and economical. The SENIOR MODEL wraps 160 pieces per minute; new HIGH SPEED SPECIAL MODEL wraps 325 to 425 pieces per minute.

Both machines are built for the most exacting requirements and carry our unqualified guarantee.

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**IDEAL WRAPPING MACHINE CO.**

EST. 1906

**MIDDLETOWN, N. Y. - - - U. S. A.**



# THE Manufacturing RETAILER



## How To Make Pulled Mints

AT our last meeting, Pete asked for some information on creamy mints. I assume he referred to the pulled mints often made in the shape of pillows, usually flavored with peppermint, and often served after meals, though appetizing at any time," Tom said, opening the meeting of, the three candy makers.

"That's right," Pete replied, "I've seen a few on the market and would like to make a batch now and then to give my customers a change."

"Here is the method that I have used, perhaps it will answer your problem," said Tom, offering the following recipe.

- 30 lbs. granulated sugar
- 1 oz. Cream of Tartar
- 5 to 6 qts. of water
- 1/2 oz. Peppermint Oil
- 1 oz. glycerine

Place the ingredients except the peppermint oil and glycerine in the kettle and cook to 280 degrees F. Then pour on slab and then, when cool enough to handle, pull on the hook until light, adding the flavor and glycerine during the pulling process. The pulling time will be about eight minutes. Then run through the forming machine and break up. Place in air-tight containers and store in the warmest place in the shop until the mints are mellow.

"What's the idea of the glycerine, Tom?" asked Pete.

"The mints must be dry and yet apparently seem to dry more after they age, and the glycerine seems to help them retain their freshness. I noticed an article in THE MANUFACTURING CONFECTIONER [*Sorbitol . . . What Is It? How Used?*, Vol. 25, No. 10, October, 1945—Ed.], where sorbitol is recommended for creamy mints but I haven't had a chance to try it yet. Will have to wait until sugar loosens. You are lucky to have plenty," replied Tom.

"A chemist told me once that cream of tartar was uncertain in its

action; the amount used depended upon many factors, as for example, the hardness of the water used in cooking. I have tried using a standardized invert sugar in soft mints and have had fairly successful results." Ed broke in, "And this is my formula."

- 25 lbs. granulated sugar
- 3 lbs. standardized invert sugar
- 4 qts. water

Cook the above to 280 degrees F., pour on the slab. Fold over and add 1 pound confectioners' sugar to which has been added the flavor and glycerine. Pull until very light which may take 10 to 15 minutes. Then roll out to size and dust with powdered sugar. Let stand in a warm place overnight in a covered container.

"The majority of pulled mints are flavored with peppermint but wintergreen or spearmint are also good flavors. I have found that my customers like my spearmint flavor when it is made up of about two parts of spearmint to one part of peppermint: it seems much smoother than straight spearmint. I have often wondered if it wouldn't be interesting to try other flavors such as anise or cinnamon," Tom contributed.

"Your ideas on variations of flavors are good, Tom. Did you ever try just a hint of sassafras in peppermint? It does something—adds a lift. I can't help but wonder if a vanilla flavored pulled creamy piece, you couldn't call it a mint, exactly, wouldn't be possible," Ed added.

"I don't know about the vanilla, Ed, but once upon a time, I helped make some chocolate-peppermint mints. They were good, too," Tom said, "Here's the formula."

- 25 lbs. granulated sugar
- 3 lbs. standardized invert sugar
- 4 qts. water
- 4 oz. glycerine

- 4 oz. cocoa butter
- 4 lbs. chocolate
- 1/4 oz. Peppermint Oil

The sugar, invert sugar, and water are cooked to 280 degrees F. and just before being poured on the slab, the glycerine, cocoa butter, and chocolate are added. The peppermint oil is added during the pulling operation. The batch is pulled for about 10 minutes, sized, and stored as in the case of other mints.

"I don't know why the peppermint oil couldn't be omitted and vanilla added to the chocolate batch, vanilla and chocolate are closely related flavors," Tom continued, "And perhaps, even a good coffee flavored piece would be a delicious morsel."

"One of the larger shops where I worked once, had a vacuum cooker and we made soft mints with it using corn sugar, anhydrous dextrose. This was our method and formula," commented Ed, who had been thumbing through his note-book.

- 40 lbs. granulated sugar
- 9 1/2 lbs. anhydrous dextrose dissolved in
- 6 qts. water

This batch is cooked to 260 degrees F. on the open fire. Then it is placed under vacuum for four minutes (timing starts from the time the gauge reaches 15 inches). When removed, the batch is pulled for 10 minutes on the hook and 3/4 oz. of peppermint oil and 3 oz. of glycerine are added. After pulling, the batch is sized and cut and stored in tight containers for eight hours at a temperature of about 100 degrees F.

"Thanks a lot, boys, for the information on pulled mints," Pete said, "While we are fortunate in having adequate supplies of sugar at the moment, there are other items we are needing badly. The information will help."

**WCSA Adopts Code of Ethics;  
Hirsch Is Elected President**

**H**OLDING the "most successful convention in its history," the Western Confectionery Salesmen's Ass'n meeting in Chicago's Sherman Hotel, adopted a code of ethics to bring about a better understanding between the manufacturer, salesman or candy broker, and the wholesaler or buyer of candy. W. A. Rau, secretary-treasurer reports. Also adopted by the association is a movement to affiliate members of all candy clubs and candy salesmen's associations in the country into a national organization to represent candy salesmen and candy brokers in relations with manufacturers and buyers. The convention was the 32nd annual meeting.

Bernard B. Hirsch, Milwaukee, is named president. Lester E. Netterstrom, Chicago, is 1st vice-president and Henry J. Bloomer, Chicago, 2nd vice-president. Walter A. Rau, Villa Park, Ill., is secretary-treasurer.

Appointed to the executive committee are: J. H. Kenworth, Chicago; C. C. Larson, Pittsburgh; A. J. Wagner, Elmhurst, Ill.; J. A. Hasburgh, Tuckahoe, N. Y.

Committee chairmen, all of Chicago, are: Sydney Z. Hoffmann, Sunshine committee; Ben P. Lindberg, membership; G. W. Gronberg, council on candy; C. A. Schweik, advisory (NCA distribution); R. N. Amster, convention.

James A. MulCahy, NCA's merchandising director, discussed "Balanced Selling for Merchandising Candy."

Over 1,000 candy officials attended the convention's annual gala stag party. Speakers included: R. H. W. Welch, Jr., vice-president and sales manager of James O. Welch Co., Cambridge, Mass., discussing "It's Our Ball" and C. M. McMillan, NCWA executive-secretary, discussing "Keeping Nickel Bars at a Nickel."

R. L. Hodges, New Orleans, president of NCSA was

a guest at the speakers' table. Fifty-eight new members were added to the association.



**CANDY CLUB OF NEW ORLEANS** yearly packs about 3,000 packages of candy for distribution to orphans. Donated by candy manufacturers, wholesalers, retailers, candy is packed by employees of Elmer Candy Co. on own time.

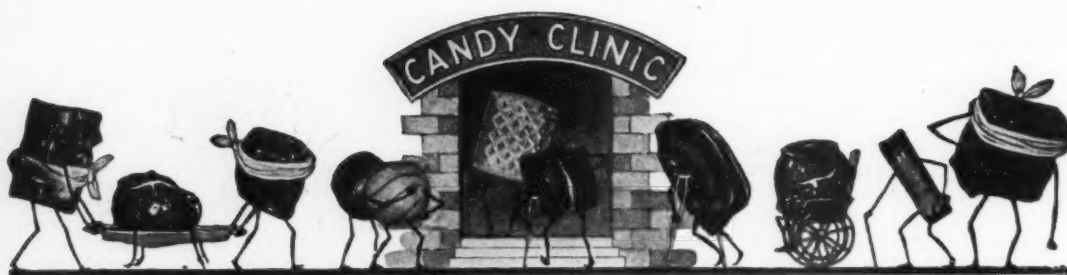
**Consumer Demand is Built By Quality Candy.  
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# THE INDUSTRY'S CANDY CLINIC

HELD MONTHLY BY THE MANUFACTURING CONFECTIONER

*The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of THE MANUFACTURING CONFECTIONER.*

## Holiday Packages and Hard Candies

Code 1A47

**Cordial Brandy Cherries—  
10 ozs.—\$1.50**

(Purchased in a department Store,  
Boston, Mass.)

**Appearance of Package:** Good—See  
Remarks.

Container is a card board bottle,  
top opens from the shoulder of bot-  
tle, red paper cover, large size label  
gold foil printed in black and red,  
overall wrapper of cellulose.

**Contents:** Cordial brandy cherries.

**Coating:** Dark.

**Color:** Good.

**Gloss:** Good.

**Strings:** Good.

**Taste:** Good.

**Center:** Cordial: Good.

Cherry flavor: Good.

**Remarks:** An outstanding novelty, at-  
tractive and different. Top of bottle  
can be used for a paper weight.  
Quality of candy was very good.  
The best cordial cherries that the  
Clinic has examined this year.

CODE 1G47

**Assorted Chocolates—1 lb.—\$2.40**

(Purchased in a candy store, N. Y. C.)

**Appearance of Package:** Good.

**Box:** Square, one-layer, type. Printed  
overall in gold; cellulose paper wrap-  
per. Outside paper wrapper of red  
and silver tied with green ribbon.  
Large 14-loop bow on top.

**Appearance of Box on Opening:** Very  
Good. Square dividers used of light  
chocolate board.

**Number of Pieces:** 25 dark coated, 35  
light coated, 4 bonbons in center.

**Coatings:** Light and dark.

**Colors:** Good.

**Gloss:** Good.

**Texture:** Good.

**Strings:** Good.

**Dark Coated Centers:**

Raspberry Creams: Good.

Nut Caramels: Good.

Chocolate Creams: Good.

Vanilla Fudge: Good.

**Fruit Caramels:** Good.

**Fruit Nougat:** Good.

**Coconut Creams:** Good.

**Light Coated Centers:**

Maple Nut Fudge: Good.

**Fruit Nougat:** Good.

**Pecan Nut Clusters:** Good.

**Almond Nut Clusters:** Good.

**Cashew Nut Clusters:** Good.

**Walnut Nut Clusters:** Good.

## Candy Clinic Schedule For 1947

The monthly schedule of the CANDY CLINIC is listed below.  
When submitting items, send duplicate samples six weeks  
previous to the month scheduled.

**JANUARY—Holiday Packages; Hard Candies**

**FEBRUARY—Chewy Candies; Caramels; Brittles**

**MARCH—Assorted One-Pound Boxes of Chocolates up to  
\$1.00**

**APRIL—\$1.00 to \$2.00 Chocolates; Chocolate Bars**

**MAY—Easter Candies and Packages; Moulded Goods**

**JUNE—Marshmallows; Fudge**

**JULY—Gums; Jellies; Undipped Bars**

**AUGUST—Summer Candies and Packages**

**SEPTEMBER—All Bar Goods; 5c Numbers**

**OCTOBER—Salted Nuts; 10c-15c-25c Packages Different  
Kinds of Candies**

**NOVEMBER—Cordial Cherries; Panned Goods; 1c Pieces**

**DECEMBER—Best Packages and Items of Each Type Con-  
sidered During Year; Special Packages, New Packages**



**Assorted Bonbons:**

Colors: Good.  
Jacket: Good.  
Centers: Good.

**Assortment: Fair.**

**Remarks:** Attractive Package, neatly finished. Very good packing, well "planned". Assortment contained too many creams; not a well balanced assortment. Suggest at least five more different centers be used to improve assortment. Coatings are good but not up to the standard used on this priced chocolates. Very highly priced at \$2.40 the pound. The Clinic has examined better chocolates at \$1.50 and \$1.75 the pound.



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**I.G. SYRUP**—A grain product—42 Be. crystal clear light straw color—very slight grain flavor—10c tanks, 11c drums—prompt & future shipment—F.O.B. N.Y.

**I.M. SYRUP**—A malt product—42 Be. straw colored—slight malt flavor—9c tanks, 10c drums. Immediate shipment—F.O.B. Midwestern Point.

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**96 WALL STREET  
NEW YORK 5, N. Y.**

**CODE 1N47**

**Assorted Shell Chocolates**

**—No price stated—**

(Sent in for Analysis No. 4468)

**Appearance of Package: Good.**

**Box:** One-layer type; buff colored paper; printed in red, gold and black. Red paper wrapper, printed in silver stripes, tied with a black and gold grass ribbon. Gold seal name in red.

**Appearance of Box on Opening: Good.**

**Number of Pieces:** 33 dark chocolate, 9 light chocolate, 6 foiled pieces, 3 dark coated rolled in cocoa.

**Coatings: Colors: Good.**

Gloss: Good.  
Moulding: Good.  
Taste: Good.

**Centers:**

**Cherry Jelly:** Lacked a good cherry flavor.

**Raspberry Jelly:** Good.

**Strawberry:** Fair.

**Coffee Truffle:** Good.

**Marzipan:** Good.

**Cream de Cocoa:** Good.

**Lemon Cream:** Good.

**Milk Chocolate and Almond:** Good.

**Pistachio Cream:** Good.

**Filbert and Chocolate:** Good.

**Coffee Cream:** Fair.

**Orange Cream:** Good.



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**New York 6, N. Y.**



Cocoa Truffle: Good.  
 Filbert Truffle: Good.  
 Rum Cream: Bad.

Assortment: Fair.

Remarks: The Clinic has examined a large number of assorted shell chocolates in the past five years. Outstanding is the fact that inferior flavors, also rancid, are found in shell pieces; also very small assortments.

We suggest that a better quality strawberry coffee and rum flavor be used. Strawberry flavor was partly rancid. Coffee had a chicory flavor. Rum cream center had a strong medicated flavor. The orange, pistachio, and lemon cream centers were too highly colored and flavors could be improved. Suggest leaving out the pistachio cream and replacing with a peppermint or vanilla cream. Suggest the following additional centers be added to improve the assortment: nougat, almond paste and almonds, caramel, fudge, pineapple and cordial fruits.

To improve appearance of box on opening, suggest a gold paper or foil liner and gold edged divider. Retail price \$1.50 the pound.

**CODE 1H47**  
**Chocolate Santa Claus**  
 —5½ ozs.—49c

(Purchased in a department store, Buffalo, N. Y.)

Appearance of Package: Fair.

Box: One layer type, plain board printed in red and green, printed Santa Claus and sleigh.

Appearance of Box on Opening: Good.

Contents: 4 chocolate and peanut Santa Clauses.

Chocolate:

Color: Good.

Texture: Good.

Moulding: Good.

Gloss: Good.

Taste: Good.

Remarks: A good kiddie Christmas novelty. Suggest box be wrapped in cellulose or sealed on ends with cellulose tape.

**CODE 1C47**  
**Stocking Novelty—5 ozs.—69c**

(Purchased in a department store, Boston, Mass.)

Appearance of Package: Fair. Container is a cellulose cornucopia, red ribbon on sides, tied on top with green ribbon and red cord.

Candy: Assorted chews, wax paper wrappers in colors.

Colors: Good.

Texture: Good.

Taste: Fair.

Remarks: Very cheap chews, lacked flavor. Highly priced novelty and not attractive.

**CODE 1D47**  
**Chocolate Santa Clauses**  
 —5½ ozs.—59c

(Purchased in a department store, Boston, Mass.)

Appearance of Package: Fair.

Box: One-layer type, red paper top, skating scene in white.

Appearance of Box on Opening: Good. 4 solid chocolate and nut Santa Clauses.

Chocolate:

Color: Good.

Gloss: Good.

Moulding: Good.

Taste: Good.

Remarks: A well made novelty and good eating. Suggest a cellulose wrapper to keep box clean; also so that it could not come open.

**CODE 1F47**  
**Round Box of Chocolates**  
 1 lb.—\$3.50

(Purchased in a candy store, N. Y. C.)

Appearance of Package: Good.

Container: Round extension edge, one-layer type sides and bottom red paper; top white embossed paper printed in red, green, and gold; large bow of red satin ribbon in center. Chipboard carton wrapped in white paper, holiday scenes in green, tied with green grass ribbon.

Appearance of Box on Opening: Bad —See remarks.

Number of Pieces: 40 dark coated, 1 foiled, 2 green half dipped acorns, 2 yellow half dipped acorns, 1 broken cream center piece.

Coating: Dark.

Color: Good.

Gloss: Fair.

Texture: Good.

Taste: Good.

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 INCORPORATED  
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**Centers:**

**Chocolate Caramel:** Texture: Good.  
**Taste:** Poor.

**Pink Cream:** Very poor.

**Flavor:** Imitation.

**Vanilla Fudge:** Good.

**Jelly:** Could not identify flavor.

**Chew:** Lacked flavor.

**Cream:** Could not identify flavor.

**Nut Crunch:** Fair.

**White Chew:** Could not taste any flavor.

**Green Jelly:** Lacked flavor.

**Diamond shaped cream:** Lacked flavor.

**Green Cream:** Rank flavor.

**Maple Cream:** Cheap imitation flavor.

**Coconut Paste:** Fair.

**Cordial Cherry:** Good.

**Vanilla Cream:** Fair.

**Almonds:** Good.

**Peanut Cluster:** Good.

**Cashew Cluster:** Good.

**Raisin Cluster:** Good.

**Green Acorn:** Hard and dry. Too much bitter almond flavor.

**Yellow Acorn:** Fair.

**Foiled Pieces:** Raspberry Cream: Fair.

**Peppermint Cream:** Not a good peppermint flavor.

**Assessment:** Fair.

**Remarks:** Box would have to be tied or wrapped in cellulose. Chocolates were upside down and out of the cups. Quality of centers was very

poor. Coating is not up to the standard used on high priced chocolates. This box is highly priced at \$3.50 the pound. The Clinic has examined better candies at 80c the pound.

**CODE 1E47**

**Novelty Wreath—7 ozs.—\$1.25**

(Purchased in a department store, Boston, Mass.)

**Appearance of Novelty:** Good.

**Container:** Round flat piece of board, cellulose wrapped hard candies and laced in ring, overall wrapping of cellulose, large red satin bow, red velvet spray and bell.

**Candy:** Cellulose wrapped hard candy balls.

**Colors:** Good.

**Gloss:** None.

**Flavors:** Fair.

**Remarks:** Neat and attractive novelty but highly priced at \$1.25.

**CODE 1K47**

**Holiday Novelty—no weight indicated—75c**

(Purchased in New York City)

**Appearance of Novelty:** Good.

Novelty is made up of a round bottom tube filled with wrapped hard candy. Top in the shape of a white ball, decorated with green spray and red berries tied with red tinsel ribbon.

**Candy:** Printed wax wrapper on each piece.

**Filled hard Candy:**

**Jacket:** Very thick.

**Center:** Very hard.

**Gloss:** None.

**Flavor:** Rank.

**Remarks:** The poorest hard candy that the Clinic has examined in some time. Novelty contained 7 pieces. Very highly priced at 75c.

**CODE 1O47**

**Halloween Novelty Package—no weight stated—\$1.28**

(Purchased in a department store, N. Y. C.)

**Appearance of Package:** Fair.

**Container:** Round box, painted with halloween face, yellow and black. Top is the shape of a high hat, chip-board printed in green yellow band, wrapped in amber colored cellulose, two hard candy pops tied on top with yellow grass ribbon. White paper seal printed in blue.

**Contents:**

**Jelly Beans:** Fair.

**Drops Rolled in nonpareils:** Good.

**Panned Hard Sugar Pieces:** Good.

**Hard Candy Pops:** Good.

**Remarks:** Not a very attractive novelty, cellulose hides the face, shape of the box, and hat.

Candy is of the cheapest kind. Novelty is very highly priced at \$1.28.

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**CODE 1B47****Santa Claus Novelty—2 ozs.—69c**

(Purchased in a department store,  
Boston, Mass.)

**Appearance of Package:** Good.

**Container:** Round board tube filled with chewy kisses, Plastic Santa Claus standing on top, overall wrapper of red cellulose, tied with green satin ribbon.

**Chewy Kisses:** All molasses.

**Color:** Good.

**Texture:** Fair.

**Taste:** Fair.

**Remarks:** Very cheap chewy kisses. Novelty is over priced at 69c.

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**CODE 1L47****Holiday Novelty—12 ozs.—69c**

(Purchased in a department store,  
Philadelphia, Pa.)

**Appearance of Package:** Good.

**Container:** Is in the shape of a large candle. Round board tube covered with a paper backed foil, printed in red, blue and white, top is twisted to look like a wick.

**Contents:** Dark chocolate wafers flavored with peppermint.

**Chocolate:** Good.

**Texture:** Good.

**Gloss:** Good.

**Flavor:** Good.

**Remarks:** A neat and attractive holiday novelty. One of the best novelties of this kind that the Clinic has analyzed this year.

**CODE 1M47****Red Foil Cornucopia—¾ ozs.—69c**

(Purchased in a department store,  
Boston, Mass.)

**Appearance of Novelty:** Good. Cornucopia filled with cellulose bag of panned small balls tied on top with red ribbon.

**Candy:**

**Colors:** Poor.

**Finish:** Fair.

**Panning:** Good.

**Flavors:** Poor.

**Remarks:** Candy needs checking up. Poor workmanship and very poor flavors. Highly priced at 69c.

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## Glycerine's Newer Uses In Candy Manufacture

(Continued from page 30)

lemon oil emulsion employing gum acacia as the emulsifying agent shown in Table C.

Indicative of how gum tragacanth may be used is the British formula<sup>8</sup> for making an emulsion of peppermint oil listed in Table D.

**Table D**

Oil of peppermint .....	10 parts
Tragacanth .....	1 part
Glycerine .....	10 parts
Distilled water, to make .....	100 parts

A somewhat different procedure is needed when protein type emulsifying agents are used.<sup>6,7</sup> Thus to make a lemon flavored emulsion with sweetened evaporated milk, the glycerine portion is added to the milk and the lemon oil is added to this mixture. Considerable agitation is required to make a stable emulsion. Such a product is prepared by using equal parts by weight of sweetened evaporated milk, glycerine, and oil of lemon. If, however, powdered whole milk is employed with an emulsifying gum, the procedure is the same as that described above for gums alone; the milk first being mixed with the gum. This process is used in making a flavor emulsion from the ingredients shown in Table E.

**Table E**

Gum tragacanth, powdered .....	1½ oz.
Powdered whole milk .....	3 oz.
Oil of lemon .....	100 oz.
Glycerine .....	50 oz.
Distilled water .....	50 oz.

If desired, one-half ounce of the best edible egg albumen may replace the milk powder. The procedure is the same, after the albumen is mixed with the gum.


Glycerine may be used advantageously when pectin is the emulsifying agent for the flavoring oil. A lemon oil or orange oil emulsion, containing about 15 per cent oil by volume, can be made by the procedure shown in Table F.<sup>9</sup>

**Table F**

Cold pressed oil of lemon or oil of orange .....	74.0 cc.
Citrus pectin (Exchange, 100 grade) .....	25.4 Gm.
Water .....	393.3 cc.
Glycerine .....	9.9 cc.

The formation of the emulsion is essentially the same as that employed with gums. The pectin is mixed with the oil in a high speed stirrer, and the mixed water and glycerine are added quickly. Stirring is continued, with an intermittent period without stirring to permit the rise of air to the surface. When packaging, fill the

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bottles full, seal tightly and store in a cool place, away from light. Such emulsions are well suited for use in making orangeade and orange fruit sirups.

Glycerine is widely used to make paste flavors.<sup>10</sup> Such products have several marked advantages other than the fact that no alcohol is needed. Since they are concentrated preparations they are less bulky and little water is present to cause dilution of the products in which they are used. They are comparatively inexpensive, and pastes can be packaged in collapsible tubes to permit easy dispensing of the flavor. A general method of preparing flavor pastes is to dissolve the required amount of flavor material in glycerine and then add an equivalent amount of a sirup. Thus, a typical paste may be made by dissolving 5 ounces of vanillin and one ounce of coumarin in 2½ gallons of glycerine; then stir in 2½ gallons of commercial glucose. This yields about 5 gallons of a vanillin flavored paste.

Another simple method of preparing flavoring pastes is to add enough glycerine to a flavor powder to yield a paste. Color may be added with the glycerine if desired.

Coloring preparations, which add so much to the attractiveness of confectionery products, are often made with substantial proportions of glycerine.<sup>11</sup> As an illustration, Table G contains a base formula for making liquid food colors:<sup>9</sup>

Table G

F. D. & C. color .....	6¼ lb.
Glycerine .....	10 gal.
Water, to make .....	50 gal.

Red, green, and yellow food colors may be made by using the indicated quantity of F. D. & C. Red No. 2 (Amaranth), F. D. & C. Green No. 2 (Light green S. F.), and F. D. & C. Yellow No. 1 (Naphthol yellow S), respectively.

Aside from its inclusion in flavoring and coloring compounds, glycerine often is added directly to confectionery products. As indicated in previous discussions, (4) it is widely used to treat fruits and nuts in order to prevent them from drying and hardening and to help maintain their fresh flavor. It is a basic ingredient in the glycerine-gelatin combinations used to make jujubes, pastiles, and the like. In fondant-making, glycerine acts as an anti-graining agent, imparts smoothness, and prolongs freshness and palatability.

An interesting example of the utility of this fluid in candy making is offered in the tentative specifications for the U. S. Army field ration C issued by the Chicago quartermaster depot in 1941. The confection to be in-

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BULK CEREALS

Variety Breakfast  
Cereals

cluded in this ration was of a fudge type resembling as closely as possible the standard molded type of sweet chocolate. It was to be made according to the formula in Table H.

**Table H**

Cottonseed flour .....	8½ lb.
Chocolate liquor .....	16 lb.
Powdered skim milk .....	10 lb.
Hydrogenated vegetable fat .....	8 lb.
Sucrose .....	40 lb.
Glycerine .....	2½ lb.
Corn Sirup .....	8 lb.
Vanillin crystals .....	½ oz.

This was to be fortified with primary grown brewers' yeast or concentrated extract.

Of related interest is the work done at the research laboratories of the Glycerine Producers' Ass'n. This indicates that glycerine can make chocolate bars resistant to hot weather.<sup>12</sup>

A number of glycerine derivatives, such as ester gum, are finding frequent use in making chewing gum compositions. For example, in one recent patent,<sup>13</sup> describing new types of chewing gum bases, a sample formula is given as listed in Table I.

**Table I**

Chicle .....	35 per cent
Ester gum .....	40 per cent
Calcium carbonate .....	15 per cent
Polyvinyl isobutyl ether .....	10 per cent

Another patent,<sup>14</sup> granted at the same time, employs a similar glycerine derivative ester of purified hydrogenated rosin, as a component in the formulation of chewing gum bases. A specific example of the use of this new material to improve chewing gum is given in the formula in Table J.

**Table J**

Crepe rubber .....	25 parts
Gum chicle .....	25 parts
Glycerine ester of hydrogenated rosin .....	25 parts
Hydrogenated cottonseed oil .....	15 parts
Stearic acid .....	15 parts

The use of this glycerine derivative, it is stated, produces a plastic mass which is free of undesirable flavors and is highly resistant to deterioration upon aging. When sweetened and flavored, the mixture yields a chewing gum having desirable characteristics and good retention of flavor and physical properties.

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- (14) Borglin, J. N.: U. S. Pat. 2,366,589, 1945.

For further information on the various uses of glycerine in confectionery manufacture, see MANUFACTURING CONFECTIONER for December, 1943, p. 15, and December, 1938, p. 18. In these three articles, Georgia Leffingwell, Ph.D., and Milton A. Lesser, B.Sc., cover the uses of glycerine from the early developments to the latest discoveries in the field in a comprehensive analysis.

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## '47 Sugar Outlook Is Seen Improving

(Continued from page 29)

64 per cent of prewar to 86 per cent.

Yugoslavia, Albania, Greece, Italy, and Austria—UNRRA countries—produced only 12 per cent of their prewar rate during 1945-46 but are expected to increase production this fall for 1947 to 66 per cent of the prewar rate.

### Deficit Areas

There is very general agreement that it will be some two or three years, or longer, before we can make

in 1947. The committee believes this figure to be conservative in view of the several estimates used as reference. It is not reasonable to expect Cuban production in 1948 to be much better than in 1947. First, the 1947 level is approaching the maximum production which can be achieved in view of mill capacity and the limitations imposed by natural factors, such as favorable weather for grinding cane. A crop of between 5,500,000 and 6,000,000 tons would be the maximum range for 1948 and would probably be on the high side if all factors were not favorable. Actually, plantings for 1948 reported to us to date would not indicate much if any improvement in production over 1947.

In Louisiana, planting for the 1947 crop has already been completed. According to trade opinion, acreage will be 5 to 10 per cent higher than the 1946 acreage. In 1938, production of sugar in Louisiana reached the record level of 491,000 tons. This level is more than 100,000 tons greater than production of sugar in Louisiana in the last two years.

To summarize, the support program of the government for the 1947 continental crop is materially higher and should result in an increase in production. In fact, the present price level of sugar is encouraging for all areas supplying the United States.

In Europe, a further increase in beet sugar production from the level

## 10% Ration Increase Seen for April

Barring "unpredictable disasters," sugar will be available to increase rations for industrial users by an additional 10 per cent of the 1941 base period, in April, C. P. Anderson, Secretary of Agriculture announces. "It is believed that the sugar supply situation will warrant further increases later in the year," he adds, "but at this time it is too early to specify amounts."

Industrial sugar allotments for the first quarter will remain unchanged from those of the last quarter of 1946, OPA reports.

"I think it only fair to point out that during 1947," says Secretary Anderson, there will continue to be a shortage of sugar though

not so great a shortage as in the past. Continuation of controls throughout the entire year will probably be necessary to achieve equitable distribution and to prevent extreme price fluctuations."

Although the government hopes to stop sugar crop purchases after the 1947 crops, Secretary Anderson states, efforts will be concentrated "upon getting the government out of the wartime sugar programs with as little industrial dislocation and price fluctuations as possible. The reestablishment of the sugar futures market for trading in 1948 and later deliveries is one of our objectives."

up for the deficits caused by the loss of the Philippine Islands and Javan crops, the committee states. Beet sugar production on the continent of Europe has not yet reached the production levels attained just prior to the outbreak of war. For more than six years, countries all over the world have had strict control of sugar and have achieved maximum distribution under the circumstances of scarce supplies. Extreme shortage necessitated the use of reserves in order to maintain even comparatively low ration levels. Stocks in Cuba and Puerto Rico, the two principal supplying areas for the northeastern section of the U.S., have been reduced to a minimum. Thus, we will begin the year 1947, as we did in 1946, with practically no old-crop sugar. This means that increased supplies in 1948 are going to depend almost entirely on an increase in 1948 production.

A production of 5,500,000 tons is projected in this report for Cuba

In continental U.S., increase is likely in the domestic beet area. On October 28 the U.S. Department of Agriculture announced an increase in the sugar beet guarantee payment of \$1 a ton for the 1947 crop. This was done to assist growers in increasing the average of sugar beets to the maximum level of 1,069,000 acres, or about a 15 per cent increase over the 1946 crop year acreage. It is the belief that, with this guaranteed price of \$14.50 per ton, there will be considerable increases in acreage over 1946 provided that prices received by farmers for competitive crops are not out of line. In other words, unless conditions change materially, the support program of the government will be an encouraging factor.

Production in 1946, according to the latest estimate of the beet sugar industry, will amount to about 1,600,000 tons. An increase in 1947 of at least 200,000 tons is possible if average conditions prevail.

of 86 per cent of prewar indicated for this year is reasonable to expect, but will depend to a large extent upon the policy of their respective governments, after they have taken into account their total food requirements.

### Depleted World Stocks

The production increases which are likely on the continent of Europe and the sugar-producing areas in the Americas and Africa will not be sufficient to bring sugar production up to prewar levels until a substantial recovery can be achieved in the Philippines, Java, and Formosa. A loss of around 3,000,000 tons, or more, is represented by these three surplus producing areas. Consumption has increased in many countries, due to population growth and higher consumer purchasing power. World stocks have been depleted, as previously indicated. Therefore, if a better situation in sugar is to prevail, it is important that these areas achieve



## 1946-1947 Production Up 12%

**W**ORLD production of beet and cane sugar for 1946-47 is estimated at 30 million short tons, raw value, by the U. S. Dept. of Agriculture. This is 12 per cent more than the 26.7 million tons produced in 1945-46, but 14 per cent less than the pre-war (1935-39) average of 34.7 million tons.

Were rationing controls eliminated, 1947 world requirements at present prices are estimated at about 5 million more tons of sugar than is likely to be available. Despite the indicated increases of 3.3 million tons in world production, North America and Western Europe, the principal importing areas, are likely to have available only 1 million tons—or 10 per cent—more than the 10.9

million tons recommended to those areas in 1946.

As was the case last season, it will not be possible in 1946-47 to increase world supplies for consumption by drawing on carry-over stocks, as such stocks have been reduced to minimum operating levels, the department reports.

Cuban sugar production in 1947 will be seriously endangered if shortage of jute bags does not ease, Luis Mendoza, Cuban sugar trade authority, warns.

"If we fail to get the bags, a large amount of cane will remain in the Cuban fields," he insists.

as rapidly as possible a rehabilitation of their sugar industries.

In the Philippine Islands, rehabilitation in progressing slowly. Production this fall is estimated at 70,000 tons. Production in the fall of 1947 for 1948 consumption in the Philippines probably will not be much more than 300,000 to 400,000 tons. This would leave only a small amount for export, since their local consumption needs will require a good part of this production.

### Java Situation Better

The situation in Java is slightly more favorable since there may be some small stocks available when the political situation becomes stabilized so that sugar can be exported. The war damage to the Javan sugar industry was not nearly so complete as it was in the Philippine Islands and Formosa.

It does not appear, therefore that, in 1948, there will be sufficient world sugar production to bring stocks and supplies available for distribution up to prewar levels, the committee indicates.

Even if favorable circumstances were assumed for all sugar-producing areas of the world, it is difficult to anticipate a production level that could be considered as surplus. This does not mean that 1948 will be critically short in sugar, but it does appear that full production will still be required in 1948. It may be that at least an approach to a normal

production can be achieved, however.

Stocks of sugar in the hands of primary distributors currently are approximately 500,000 tons below normal. On October 1, stocks were around 500,000 tons while the pre-war average (1935-39) was close to 1,000,000 tons. The rationing program reduced both visible and "invisible" stocks to a minimum. On the basis of judgment, let us assume that a minimum of 300,000 tons would be required to fill partially the pipelines in the so-called "invisible" channels.\*

Thus, if decontrol of sugar should occur at this time, between 500,000 to 800,000 tons would be needed to restore stocks to a normal position, the committee reports. In other words, effective distribution without some control would be extremely hazardous at present as without control the current 5,400,000-ton level of consumption would mean in effect that consumers would actually get a much smaller amount—or well under 5,000,000 tons.

The current position of the United States may be summarized as follows:

	(Short Tons)
Estimated stocks, December 31, 1946	1,600,000
Continental Beet and Cane	2,050,000
Hawaii	832,000
Puerto Rico and Virgin Islands	850,000
Total	5,332,000
Less estimated year-end stocks	-1,750,000
Net available in 1947 from domestic areas	3,582,000

Supplies available in 1947, if distributed on the pro rata basis of 1946, would give the U.S. probably

about 6,500,000 tons. An additional half million tons would in effect be an insurance against excessively high prices. It is the judgment of the committee that this additional 500,000 tons would make the difference between excessively high prices and a price under free market conditions not too remote from the present ceiling level. It may well be that this additional 500,000 tons would make the difference between the necessity for rigid price controls and a more flexible method of handling the sugar problem, the committee indicates.

### Action on Controls

Whether right or not, in the U.S. the pace to get rid of controls has been accelerated by the recent actions of the government in this direction, and we should plan ahead to the time when sugar can be decontrolled, states the committee further. As we have no assurances that the Cuban crop will be as high as 5,500,000 tons, (although estimates have been made at a higher level) it is necessary to provide against the possibility that the crops will not turn out as favorably as now anticipated. In fact, the experience of the past two years shows that the early estimates of the crops have been optimistic in practically all areas of supply. There are many hazards aside from the uncertainties due to weather, such as bag shortages, strikes, labor and material shortages, transportation, fuel and other hazards. To provide against this contingency, some authority should exist in the administration for continuing the control of sugar beyond March 31, 1947, the committee feels.

\*NOTE: By "Invisible" stocks is meant all inventories other than those held by primary distributors, such as inventories held by manufacturers, wholesalers, and retailers.

# Merchandising "Know How"

## Helps Candy Salesmen

**A** SALESMAN given the job of merchandising candy should, first of all, fully understand what his salesmanager means by *merchandising*. In the food business, says Printers' Ink, "*merchandising* has a specific meaning very important for the salesman to keep in mind." It is: "any methods or device used by a retailer or manufacturer, working through the ultimate distributor, to induce sales to the consumer." Also, it is "the silent selling effort a manufacturer or retailer maintains in the retailer's store."

Merchandising should tie in with advertising and in any retail outlet should do its own selling. A customer should be so attracted by display, price, location, or other merchandising features that the product will be bought at once. The ultimate consumer as well as the retailer are thus important factors to bear in mind. For if either rejects a firm's merchandising aids, they are useless.

The salesman should always tell the retailer what he is doing and sell him on the value of the display material he puts up. By presenting the service to the retailer from the retailer's point of view—profits, new customers, turnover, new users—he will interest the dealer more in selling his particular product. The merchandising aids should also be attractive, as the dealer, naturally, is proud of his store.

### Specific Aids

Merchandising aids should be specific. Billboard advertisements belong outside. Displays inside the store should carry a specific appeal to the customer. In a self-service store, they should say what the old-style sales clerk did—that the product is good, has definite advantages, and costs a definite amount. The merchandising aids must cajole, sell, create desire, and do it *at the time*.

Although it may not be wise or possible to mention price in the firm's advertising, price must be given in merchandising. While discussing with the retailer what price to put on a certain display piece, the salesman should be sure to get the

right price, in line with competition and company pricing policies. Customers are attracted more by odd prices than by even sums, it should also be remembered.

If the product is one that should sell for a single coin price—a nickel or a dime, for example—be sure it is sold that way. A gum maker recently stated his gum will continue to sell for five cents, despite increased production costs, because consumers don't want to pay six cents.

Proper packaging is also important in merchandising. If you have

### Vacation-Time Orders

**A**n interesting post card method of maintaining customer relations and of obtaining possible orders while its salesmen are on vacation is used by the Riddell Co. of Pasadena, Calif. Each Riddell salesman sends signed double postcards announcing his vacation to the customers he would otherwise call on and asking them to use the return blank for orders.

"I am on my vacation this week," the announcement reads. "Thus you will not see my smiling face on my usual day."

"So we can give you service this vacation week, I am including a postpaid card which I hope you will use in sending in your order—or if you wish, phone the office at SYcamore 3-6149 and reverse the charges."

"Any order you send or phone will be credited to me. Thanks a lot and I'll be seeing you soon."

some good selling copy on your package, suggest to the potential customer in your display pieces that it be read.

Position of the product is also important. Items should be at eye level, as selling is made easier when the product is easy to see and reach.

Taking a competitor's product down is ill-advised and only a temporary expedient. It is advisable to move his over and share the spotlight. An eye for color contrast is also important. If you have a light colored package, try to place it between two dark ones and vice versa.

Location of floor displays should be made with great care. An out-of-the-way spot will not move goods. Spot the display near the check stand, at the end of a good traffic aisle, or in some similar location to which the customers naturally converge. A spot at the check stand is best suited for small items.

Actual setting up of the display should also be given particular attention. If the top row, for example, is perfect, customers aren't going to want to spoil it. An uneven-edged display is the best type for selling. Make it easy to take a package. Jumble baskets and odds-and-ends tables also are good customer-pulling displays. In addition, all displays should be kept clean at all times, even if it means constantly rebuilding them.

If you are introducing a new product or opening new territories, demonstrations can also be effective.

### Sell Own Line

Selling a dealer on your line, however, will probably do a manufacturing firm more good than anything the salesman does in the way of price cards and displays. Managers and clerks all have to make decisions about given products when your salesman is not around to help them. And such decisions will likely be made in your firm's favor, if the manager and clerks have really been previously sold on your product by your salesman. If they feel your firm is selling the best product of its kind in the present market, and if they like your salesman and your company's policy, they will likely give your particular product the breaks over some other product with which they are not equally familiar.

Some products also naturally go together—just like coffee and doughnuts. If your product is a relatively slow mover, tying it up with a related item that is a fast mover will help put it in a faster-selling class.

"All these merchandising suggestions are tested and proved, but too often ignored," the article reports. "To use one is a waste of time, as is intermittent merchandising. Only when merchandising and selling are closely welded will you get the utmost from your selling program."

# TECHNICAL LITERATURE DIGEST

## Propylene Glycol as a Solvent

David E. Lakritz, *The American Perfumer*, Vol. 48, No. 11 (1946)—An extensive study in research comparing the use of propylene glycol and pure vegetable oils in producing fine flavors. Complete tables indicating solubilities of essential oils by percentage. Explains theory and value of use of propylene glycol.

## Flavor Reversion in Soybean Oil

Calvin Golumbic, C. J. Martin, and B. F. Daubert, *Oil and Soap*, Vol. 23, No. 11 (1946)—A treatise on the effect of atmospheres of different oxygen concentrations on the flavor reversion of soybean oil. "Efforts to locate the source of the objectionable flavors and odors which appear in soybean oil under many conditions are hampered by the lack of any objective methods for following flavor deterioration. This investigation utilizes an examination of the flavors produced by the light reversion of soybean oil under atmospheres of different oxygen concentrations.

## Estimation of Sucrose and Reducing Sugars: An Electrometric Determination Method

S. E. Coalstad, *The Journal of the Society of Chemical Industry*, Vol. 65, No. 8 (1946)—The writer has adopted the Dead-Stop End Point method of titration evolved by C. W. Foulk and A. T. Bawden in 1926 to the volumetric estimation of reducing sugars with Fehling's Solution, without previous clarification of the sugar solution. A number of examples bearing out the value of the method is given.

## Solvent Extraction of Oilseeds

W. H. Goss, *Oil and Soap*, Vol. 23, No. 11 (1946)—A study of the efficiency of extracting oil from the seed by the use of solvents. "From the standpoint of oil recovery, solvent extraction is the most efficient method known for processing oilseeds. The content of residual oil in the marc seldom exceeds one per cent, and in the case of soybeans a figure of 0.6 per cent is typical. This represents an overall recovery of about 96 per cent of the oil originally in the beans." A thorough discussion is entered upon as to the advantages and disadvantages of the method.

## Pectin from Sugar Beet Pulp

Elizabeth Roboz and Andrew Van Hook. Paper presented before the Division of Sugar, *American Chemical Society*—The physical properties of beet pectin and pectinic acids are similar in nature to the corresponding behavior of apple and citrus pectins, but generally of smaller values. The separation of crude pectin from the concentrated extract may be effected by alcohol coagulation or heavy metal precipitation. Complete theory and values discussed.

## Synthetic Cinnamon Oil

C. Bordenca, Paper on cinnamon oil substitutes presented before the Division of Agriculture and Food Chemistry, *American Chemical Society*—In research made of possible substitutes for cinnamaldehyde, the basic ingredient of oil of cinnamon, 16 compounds have been prepared and studied. Of these 16, three are new de-

velopements. They are: (1) cyclopentenylacrolein (2) tetrahydrocinnamaldehyde (3) 2,5-endomethylenetetrahydrocinnamaldehyde. Five of the compounds studied have suitable organoleptic properties. Research conclusions determined the following structural characteristics are essential to a true cinnamon odor and taste: (1) A ring structure with the proper aromaticity which is not modified too greatly by the presence of organoleptically active groups (2) the acrolein nucleus in which the aldehyde group is free or easily regenerated (acetal) and in which no large side chains exist.

## New Sweetening Material

Prof. P. E. Verkade, *Food Manufacture*, Vol. 21, No. 11 (1946)—A summary of the utilization of the much discussed 1-n-propoxy-2-amino-4-nitrobenzene compound. "Based upon the researches of van der Weyden, a careful study has been made of the preparation and the various properties of the alkoxy-amino-nitrobenzenes. In this article, special mention is made of the work which deals with the taste of the 1-alkoxy-2-amino-4-nitrobenzenes II (R=alkyl, alkenyl, aralkyl, aralkenyl, aryl, etc.).

## Micro-Organisms in Raw Sugars, Affination Syrups, and Molasses

H. C. S. de Whalley and M. P. Scarr, *International Sugar Journal*, Vol. 46, No. 571 (1946)—Report of investigation mainly concerned with those organisms of the yeast group which are "capable of existing, multiplying, and destroying sugar in the presence of only small water contents. The loose description as *Torulæ* is held by the authors to be misleading, as "sporulatory yeasts, *Schizosaccharomycs*, and others have also been identified in some of the raw products."

## Time Required for Making Flavor Judgments of Milk

G. M. Trout, *Journal of Dairy Science*, Vol. 29, No. 7 (1946)—Study notes average time required to make flavor judgment on 2,262 individual samples of milk. Time ranged from a low of 2.9 seconds for "salty" milk to 8.2 seconds for "excellent" milk. Judgment times for "cheesy," "high-acid," "rancid," "flat," and "oxidized" milk were between these extremes and in this order. Average judgment time for 2,262 samples was 7.2 seconds per sample. Milk having off flavors of slight intensity required considerably larger judgment time than did those kinds having pronouncedly off-flavors. "Excellent" flavor milk invariably required larger judgment time than did off-flavor milk.

## How to Improve Low Grade Sweeteners

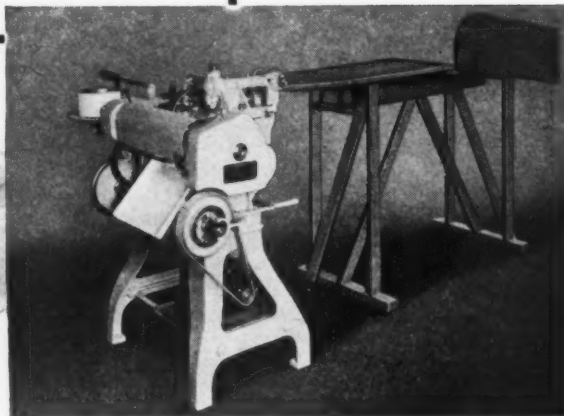
W. J. Nelson, *Food Industries*, Vol. 18, No. 12 (1946)—By the use of filter aids alone, or in conjunction with activated carbon or ion exchange resins, the color, flavor and ash content of low grade sirups may be greatly improved, making them available to supplement scarce sugar. The article presents a concise, yet complete, treatise on the method and expected results to be obtained. Complete tables show average practice for clarification of various sirups, and low grade sweetening agents. Included is diagram of suggested layout for processing low grade sweeteners.



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**WRAPPING MATERIAL**



The Flavour Candy Company, Inc. of Chicago wraps both hard candy and kisses on the improved Model K machines and markets them in these attractive packages. The large container is bound with a gay red-white-and-blue ribbon.



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This is possible because the improved Model K uses a standard paper cut-off of  $4\frac{1}{4}$ " instead of 5". Moreover, it can be regulated to operate with a minimum cut-off of as little as  $3\frac{1}{4}$ ".

The Model K features a new type twister which produces an attractive fantail, and assures an extremely tight wrap—at the cost-saving speed of 175 kisses per minute! Yet, despite this high operating speed, only one operator is required.

The candy, in rope form, is fed to the machine from a table which we provide. The machine can be built to produce a certain size of piece ranging from 50 to 90 to the pound; 70 is considered standard. It can also be built to produce square pieces as illustrated, instead of the conventional kiss shape.

Consult our nearest office for further details concerning the fast, economical Model K kiss cutter and wrapper... or for aid in solving any type of packaging problem.

### PACKAGE MACHINERY COMPANY Springfield 7, Massachusetts

30 Church St., New York 7 • 111 W. Washington St., Chicago 2  
101 W. Prospect Ave., Cleveland 15 • 849 Marietta St., N. W., Atlanta 3  
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# PACKAGE MACHINERY COMPANY

Over a Quarter Billion Packages per day are wrapped on our Machines



# Package Analysis Reveals Shortages

Packaging Clinic Analyzes Hundreds of Candy Packages in Year

**A**LTHOUGH numerous outstanding candy packages appeared in the first postwar year, continuing analysis of hundreds of packages by the Candy Packaging Clinic of THE MANUFACTURING CONFECTIONER indicates: (1) material shortages even this long after surrender of Japan have not yet been entirely overcome and (2) many otherwise excellent packages failed to achieve highest attractiveness because of incongruous or unbalanced main panel design.

Material shortages were, in general, reflected in inadequate or inappropriate box findings. In extreme cases, however, even the packages themselves did not match the trade for which they were priced. A comment by the Packaging Clinic's experts on one such package is typical:

## Package Construction

"Package is far too cheaply prepared and appearing for the price class indicated. A glassine or waxed paper inner liner would have added to the appearance and made the product look more appetizing. No protection is given the product from the box. Corrugated strip of wadding gives appearance of being stuck in as an afterthought. Bare chipboard box does not enhance product at all."

That the quality of the candy itself also may suffer from inadequate packaging of this sort is evident in the Clinic's further statement regarding appearance of the box on opening:

"Very poor appearance. Pieces chipped and broken."

Disturbing features in main panel design, in general, include: (1) a too-busy design into which too many elements are crowded, (2) inharmonious blending of trademark logotypes and type faces of imprinted matter, (3) conflicting heraldry, (4) incongruous color themes, and (5) inadvertent covering of important printed matter with ribbons and tassels unfortunately misplaced.

Clinic comments regarding a typical instance reveal:

"The embossed design of this package has no connection in any way with its contents. Neither does it carry through in a tie-up with the company's trade name. Although the colors themselves are good, their effectiveness is lost on the dead background."

As a result of its analyses of hundreds of candy packages during the year, the Clinic indicates in the following factual examples how various candy manufacturers have achieved packages of excellent and attractive design:

## Case A

Recessed edge set-up box, flanged and beveled; beige colored velour top; gold foil covered bottom, half telescopic box. Package illustrated with firm's trade name encircled by wreath. Entire package wrapped in cellophane. Tied with yellow rayon cord.

Box findings include a white announcement card printed in black script. This is inserted under outside

cellophane wrap. A beige velour-finished booklet, yellow-rayon-ribbon-bound, explains the package's assorted contents. A beige velour coated heavy paper stock flap covers an inner wrap of double gold foil sealed with gold colored and printed seal. Another individual wrap of cellophane serves as a final protection of the candies. Bonbon cups are chocolate color. An inner liner box of white paperboard also has six gold foil covered divider strips. Individual pieces are wrapped in gold foil and names of each piece appear on gold and white strips.

## Case B

A two-layer, full telescope, cellophane-wrapped rectangular box. Colors include a cardinal background with oval imprint of gold filagree on top. Bottom of box is white. Appearance of box on opening showed exceptional attractiveness and no looseness of packaging. Use of dividers in half-moon form running length of box and touching in center is rather interesting and refreshingly different.

## Case C

A full telescope, flat, rectangular box. An all-over design shows almonds within box in their natural pastel colors and includes company name worked effectively into the photo.

## Case D

A bright, full telescope, one-layer chipboard box covered with simulated vellum paper. Colors are gold on soft red. Design includes a gold embossed crown, logotype, candy name, and firm name. Box findings include dark brown waxed glassine flaps, corrugated wadding and paper wadding. Pieces are cupped in brown and white wax paper, and about half are wrapped in colored foil and cellophane. An attractively novel effect is achieved by turning pieces over so that flat surfaces of foil and cellophane on bottoms show. Several pieces are foil and also twist-wrapped in cellophane with shredded ends.

## Case E

A two-layer, partial telescope, hinged-cover box. cellophane-wrapped with a separate inner box. Design includes colonial scene and early American motifs in four-color printing. Box findings include a transparent glassine wrap-around liner, brown wax paper cups. Some pieces are foil-wrapped in various colors. A layer selector appears inside top panel. Inner box is chocolate brown with white polka dots and has one large and two smaller take-out containers. Wadding is cotton on glassine.

A checklist, culled from the Clinic's analyses throughout the year, follows:

1.—Background should not be permitted to spoil readability of important matter by creating distracting highlights and shadows.

2.—Use of foreign spelling for familiar English words



## "Little things count up"

Little things—like providing John Henry enclosure cards for your customers—count up to produce repeat sales and increased profits.

These little cards, with their matching envelopes, are exactly the right size to include with any gift package. Colorfully designed and tastefully inscribed with appropriate sentiments, they furnish the perfect and final touch which every customer will appreciate and remember.

This month John Henry is presenting his completely new Occasion-ALL Line of enclosure cards. This series of cards, which required three years for preparation, strikes a new note in styling and design that is refreshingly different. Created exclusively by John Henry, the Occasion-ALL Line represents the product of over thirty-four years of successful experience in the enclosure card business.

May we suggest, inasmuch as St. Valentine's Day is less than a month away, that you act immediately to provide your customers with a John Henry enclosure card service? You'll find the cost low, the good will returns high. Ask your jobber, or write Dept. 17 for complete details and attractive samples.



*"A part of Every Gift Package"*

**THE JOHN HENRY CO.**

Enclosure Cards Envelopes Tags Stationery Labels

LANSING • P. O. BOX 1410 • MICHIGAN

The Symbol  of Quality

may cause stumbling pronunciation that, in turn, may cause many customers to hesitate to ask for package.

3.—Background color should not be too violent. Keep it toned down.

4.—Be careful to arrange ribbons and tassels so that "punch" of tradenames or firm name is not inadvertently lost.

5.—Wadding should be of proper size to fit box.

6.—Do not use too many varieties of type in printing. Type selected should be in harmony with name of candy, price, trade, contents, and package.

7.—Heraldry, when used, should be appropriate and balanced. Instances were noted where heraldic figure appears only on one side of main panel, other instances where heraldry is anachronistic.

8.—Let color suggest contents. Red stripes, rather than blue ones as were used in one package studied by the Clinic, serve better to indicate peppermints.

9.—Employ an appropriate package. One peanut package studied actually gave the impression of a toothpaste box. Another assorted chocolate package was reminiscent of a men's after-shave lotion carton.

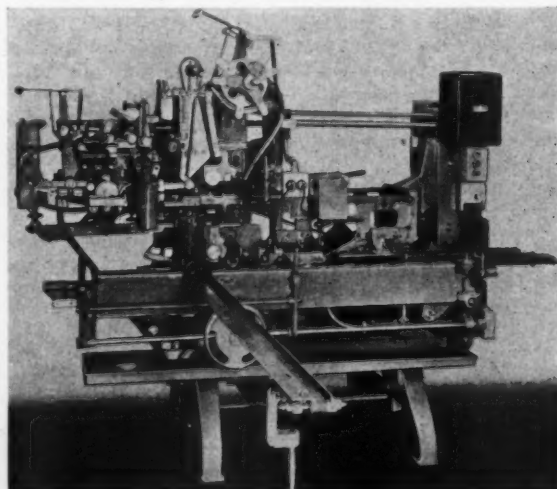
10.—Assure that no portion of the package, its wrapper, or its trimming tends to give the impression of being an afterthought.

11.—Do not let elements of design become lost in confusing, too-busy main panel.

12.—Design should be adjusted to paper. Elements may need brightening in cases where they are more or less lost against background unless light falls on package just right.

● **Plastics as packaging materials** have advantages of beauty and texture, color and form, visibility, effective lightness, and protective value, it was stated at the retailers' plastics session of New York University's Retailing School last month.

● **Packaging Machinery Manufacturers Institute** has established independent offices in Room 736 at 342 Madison Ave., New York, following detachment from the Packaging Institute, Inc., reports George W. von Hofe, PMMI president and president of New Jersey Machine Corp., Hoboken, N. J. A Spring meeting will be held during the Packaging Exposition in Philadelphia in April. Miss H. L. Stratton continues as secretary-treasurer.



PACKAGE MACHINERY COMPANY'S latest development in wrapping machine. It has found wide-spread usage in candy manufacture, uses laminated foil for attractiveness, protection.







## CONFECTIONER'S BRIEFS

• **Wayne Candies**, Fort Wayne, Ind., **Trudeau Candies**, Minneapolis, **King Cole Candy Co.**, Chicago, and **Shotwell Mfg. Co.**, Chicago, were recently chosen to provide officers for the 1947 council on candy, says NCA president, Philip P. Gott. Wayne's president, W. C. Dickmeyer is new chairman; Oscar Trudeau is vice-chairman; E. W. Walters, of King Cole, becomes a member of the Council committee; and Arthur Stang, Shotwell, is re-named secretary-treasurer.

• **Universal Match Corp.**, St. Louis, continuing its expansion program, announces purchase of **Reliable Nut Co.**, Los Angeles. They will continue to produce a line of assorted nuts now manufactured under the Reliable label, and also make book matches in one unit of the newly acquired plant.

• **Queen Anne Candy Co.**, Hammond, Ind., recently announced that its board of directors declared an extra dividend of  $7\frac{1}{2}$  cents a share, with the fourth quarter dividend of  $7\frac{1}{2}$  cents to stockholders of record December 2.

• **Pennsylvania Manufacturing Confectioners' Ass'n** contemplates establishing a production research center at Lehigh University Institute of Research for benefit of Pennsylvania candy manufacturers. Dr. Ray T. Wendland, assistant professor of chemistry at the university, is group advisor.

• **National Candy Wholesalers Ass'n, Inc.**, is sponsoring two new candy table groups, says executive-secretary C. M. McMillan. They are the

Southern Illinois Candy Table, covering a radius of 70 miles, of West Frankfort, and the South-eastern Illinois Candy Table, covering a similar radius, of Effingham. The latter group will meet in Effingham in January.

• **Chunk-E-Nut Products Co.**, has opened a new factory in Los Angeles, announces W. Drutt, company executive.

• **National Ass'n of Popcorn Manufacturers** has elected Frederick J. Meyer, president of Red Dot Foods, Inc., Madison, Wis., NAPM president.

• **Brand Names Foundation**, New York, reveals, through a recent survey conducted for them by Fact Finders Associates, that public opinion leaders conclusively prefer "brand-name" products. The survey interviewed 600 group leaders in 25 cities.



## SEASONINGS

### More Flavor and Quality in 1947 with BUTEX

BUTEX prevents rancidity resulting from fat content . . . adds shelf life to your products.  
Save cold storage space. BUTEX comes in convenient powder form . . . needs no refrigeration.  
BUTEX is adaptable to all recipes . . . imparts a "butter-like" taste to your candies that you'll be proud of.

Your inquiry is invited. When writing ask for our kitchen-tested recipes.

EASTERN REPRESENTATIVE:

FRED G. ORCUTT, Naperville, Illinois

## Weber & Mollner, Ltd.

Manufacturing Food Chemists

2726-40 San Fernando Rd

Los Angeles 41, Calif

## Satin Ribbons

High-grade, lustrous quality only, 6 width from  $\frac{1}{2}$ " to  $4\frac{1}{2}$ " wide.

No. 520, width No. 2 ( $7/16$ ")

50 yd. bolt ..... \$1.00

100 yd. bolt ..... 1.90

No. 521, width No. 3 ( $5/8$ ")

50 yd. bolt ..... 1.40

100 yd. bolt ..... 2.70

No. 522, width No. 5 ( $3/4$ ")

50 yd. bolt ..... 1.90

100 yd. bolt ..... 3.60

(Colors: in No. 2, No. 3, No. 5, satin: white, pink, blue, orchid, lavender, mauve, nile, red, better times, emerald, royal, black, eggshell, 2-tones: talsman-red, beauty-green, orchid-glaze, chartreuse-nile, peacock-red.)

No. 524, width No. 9 ( $1\frac{1}{4}$ ") 50 yd. bolt ..... \$2.75

(Colors: white, pink, blue, red, mauve, nile, orchid, emerald, better times, royal blue.)

No. 527, width No. 40 ( $2\frac{3}{4}$ ")

20 yd. bolt ..... \$2.00

50 yd. bolt ..... 4.50

(Colors: white, pink, blue, red, picardy, premier, orchid, nile, moss, mauve, emerald, eggshell, black, 2-tones: peacock-red, chartreuse-nile, beauty-green, talsman-red, orchid-glaze.)

## Aluminum Foil, Satin Finish

For Beautiful Packages

(Colors: silver, gold, red, green, royal, nile, light blue, pink, fuchsia, violet, orchid, white.)

20 ins. x 50 feet, per roll ..... \$1.10

Per 25 rolls ..... \$2.90

Where shipment by P.P. is requested include enough money for postage, otherwise we ship Railway Express.

TERMS: Cash with order or 25% deposit, balance C.O.D. Credit established with accounts well rated at Dun & Bradstreet.

**GEM MFG. & SUPPLY CO.** Dept. E, 473 Fourth Ave., New York 16, N.Y.

## Silver and Gold Ribbons

No. 531, width No. 3, superior heavy quality, silver only, 50 yd. spool ..... \$2.00

No. 532, width No. 3, same quality, silver only, creped, 50 yd. spool ..... 2.25

No. 550, width No. 5, (Tinsel Viscose) 50 yd. spool ..... 1.75  
(Colors: silver, gold, Xmas colors: silver-royal, silver-green, silver-red.)

Width No. 2, same colors, 50 yd. spool ..... 1.30

## Ribbonzene

500 yd. spool ..... \$1.20

(Colors: white, pink, azure, royal, lavender, medium violet, nile, yellow, orange, turquoise, yale, emerald, purple, old rose, scarlet, copen, brown, black.)

## Transparent Boxes

We make, round and square, boxes to order. Give specific measurements and ask for quotations.

No. 777 clear transparent square acetate boxes,  $3\frac{1}{2} \times 2\frac{1}{4}$ ". Packed 12 per carton ..... \$3.50

No. 778 clear transparent round acetate boxes, cardboard bottom,  $5\frac{1}{4} \times 2\frac{1}{4}$ ". Packed 6 per carton ..... 1.75

Results on candy showed 27.3 per cent insisted on particular brand; 55.6 per cent would accept any of several known brands; 21.7 per cent were indifferent.

- **National Confectioners' Ass'n** reports over \$375,000 has been subscribed to the council on candy's 1946 fund as of December 1.

- **Mitchell Candy and Ice Cream Co.**, St. Louis, recently purchased a three story building there, says Marvin Mitchell, owner. Plans call for remodeling and modernization of the building.

- **Confections, Inc.**, Red Oak, Ia., announces H. C. Hogan has sold his interest in the company to W. T. Hawkins, of Chicago. Mr. Hawkins is president of the firm.

- **Drury Lane Chocolates, Inc.**, New York, is now transferring some departments to its new address, 660 First Avenue. President Milton Jaret says he has some revolutionary ideas he hopes to try out as soon as the entire factory can be moved.

- **Arden Candies, Inc.**, New York, announces appointment of Franklin Bruck Advertising Corp., effective immediately.

- **Beech-Nut Packing Co.**, Canajoharie, N. Y., is now using a new, quick-drying ink in its gum wrappers. The new ink is completely odorless, and was developed by the General Printing Ink Co., a division of the Sun Chemical Corp., N. Y.

- **National Confectioners' Association's** 1947 convention will be held at the Stevens Hotel, Chicago, May 25-29, W. Melville Cribbs, National Candy Co., Chicago, and association vice president, an-

nounced recently. Decision to convene in the Windy City was voted by the NCA board of directors, meeting in Chicago's Palmer House, Dec. 7.

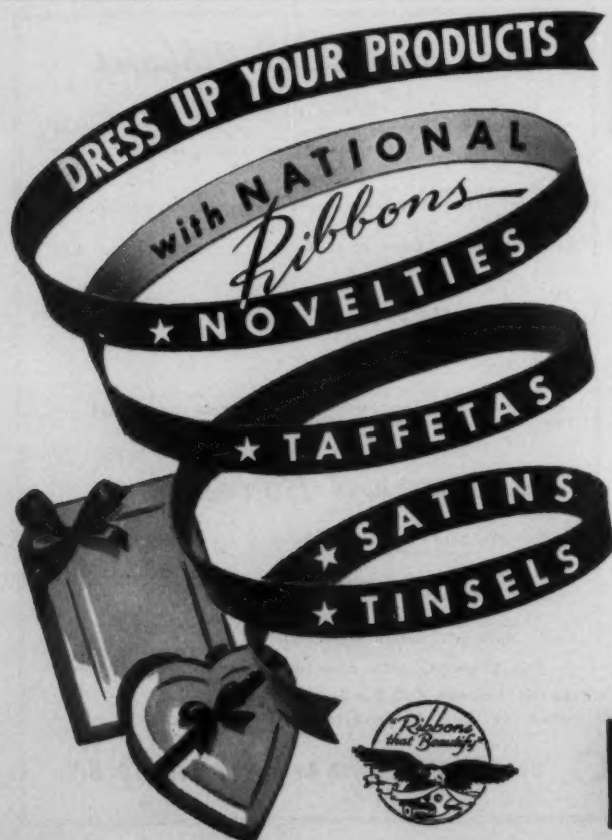
- **Mars, Inc.**, Chicago, recently had a Spanish note introduced in a recent Dr. I. Q. program. Jorge Marron, Dr. I. Q. of Mexico, shared microphone honors with Lew Valentine (Dr. I. Q. of the U. S. program). This is preliminary to Mars' taking over the Mexican program.

- **Sanitary Automatic Candy Corp's.**, executive director Herbert E. Ebenstein, after a recent trip throughout the country, says present trends indicate the rise in price of nickel candy bars is by no means nationwide. He states that on the west coast, retailers are determined to hold the line at five cents.

- **Carr-Consolidated Biscuit Co.**, Chicago, announces a new management lineup. The actual merger will retain Guido R. Rahr as chairman, and will have J. B. Carr as president.

- **American Royal Candies, Inc.**, Los Angeles, is a new corporation formed to take over Green Garden Confections. Marvin Spitz is president and general manager.

- **Walter H. Johnson Candy Co.**, Chicago, recently presented president Walter H. Johnson, in behalf of the members of the sales staff and company executives, a bronze plaque, and parchment scroll bearing the names of the men on the sales staff. Presentation was made at a convention dinner at the Edgewater Beach Hotel marking the formal dedication of the new Chicago plant of the company.



## FOR Easter SALES

**N**ATIONAL Ribbons have the richness, the color, and the quality look that spell eye-appeal—and sales appeal! Better materials—in bigger variety: a large selection of staple qualities, every desirable choice of width. . . . For that extra something that draws extra attention and extra sales. Check your stock today!

*Your Brand Colors are a National Ribbon Specialty*

**NATIONAL Ribbon CORP.**

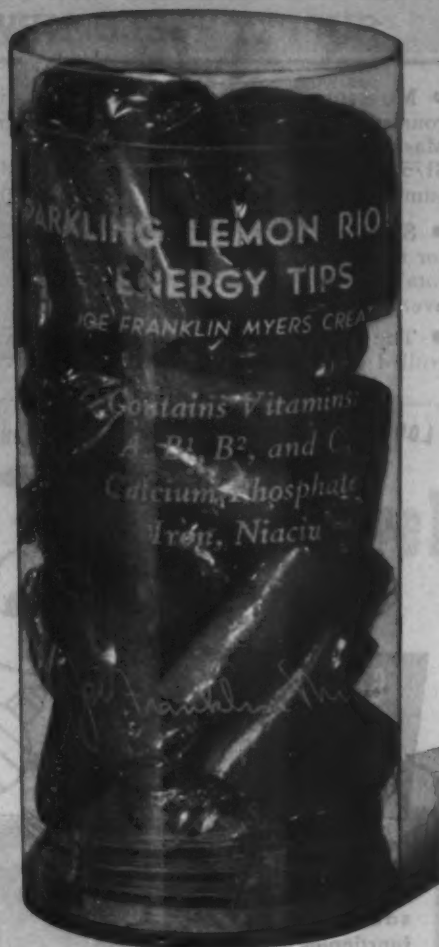
*Manufacturers of Fine Ribbons*

General Offices: 444 FOURTH AVENUE, NEW YORK 10, N. Y.



switched to  
**VUEPAK**

**sales up 300%**



Here's another Vuepak "success story":

Joe Franklin Myers, of Dallas, Texas, world famous for unusual confections, did a brisk business on his "Liquor Tips" in the attractive, deluxe package at the left above (8 oz. for 60c).

**BUT**, when he switched to a "showcase" of rigid transparent Vuepak that showed off and protected "Liquor Tips" taste appeal . . . the new full-view package outsold the former 3 to 1 at 7 oz. for 75c!

If you have a product with taste appeal, eye appeal, interesting design, texture or freshness . . . if it's worth looking at . . . don't hide it in a "blind" package, put it in Vuepak.

Your box supplier can give you Vuepak facts . . . or write direct: **MONSANTO CHEMICAL COMPANY, Plastics Division, Springfield 2, Massachusetts.**

Vuepak: Reg. U. S. Pat. Off.

#### QUESTIONS AND ANSWERS ON VUEPAK

1. What is Vuepak? Vuepak is a transparent, tough rigid, beautiful Monsanto cellulose acetate.
2. In what form is Vuepak available? In sheets up to 30" wide, and in continuous rolls 30" wide up to 1000' long, in thicknesses up to .015". Available in .020" thickness in rolls with unit finish or in 20" x 50" press polished sheets.
3. In what thicknesses is it ordinarily available? In six standard gauges 0.005" to 0.020".
4. Does sunlight affect it? No.
5. Is it affected by heat? Not under ordinary temperatures. It begins to soften after 200° F. Underwriters' Laboratories classification, "slow burning."
6. How can it be fabricated? It can be drawn, shaped, formed or folded into almost any shape with inexpensive dies. It can be embossed, stapled, printed, cemented, or combined with other materials.

**See Monsanto packaging ideas . . . Packaging Exposition, Philadelphia, Pa., April 8-11.**





## SUPPLY FIELD NEWS

- **Monsanto Chemical Co.**, St. Louis, is starting construction of a new pilot plant in Springfield, Mass. The new building, to cost an estimated \$175,000 and expected to be completed by early summer, is for further research in plastics.
- **Swift & Co.**, reports total sales of \$1,308,364,155 for the fiscal year ending October 26. Net earnings total \$16,394,739, equivalent to \$2.77 a share and an average of 1.3 cents per dollar of sales.
- The world's cocoa supply apparently will be controlled by Great Britain permanently in the future.

LOOKING FOR TIME AND LABOR-**SAVING IDEAS?**

Get this new  
Free Ever Ready  
Label Catalog!

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of practical ideas  
for the smoother,  
safer, simpler  
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NEW YORK 10, N. Y.



A recent White Paper states that the British intend to continue the wartime policy of buying and selling its west coast Africa cocoa (close to 60 per cent of the world's supply). The British claim they are merely trying to protect the native grower "from short-term fluctuations of world price."

• **Non-fat dry milk solids production** in the first eight months of 1946 totaled 511 million pounds, industry sources report. Production for the similar period in 1945 was 513 million pounds. Conservative estimates are that "production for 1946 will probably equal that of 1945."

• **Stein, Hall & Co., Inc.**, New York, announces Daniel H. Lipman as new assistant general sales manager.

• **Armour & Co.**, Chicago, is the source of an interesting item. They installed the first electric railway for the hauling of products around the large Chicago plant before electricity was used for trolley cars in the city.

• **New York Coffee and Sugar Exchange, Inc.**, New York, announces appointment of Chandler A. Mackey to fill the unexpired term caused by the resignation of president F. H. Silence. Mr. Mackey previously served as president from 1935 to 1941.

• **Packaging Institute** has named Mason T. Rogers, head of packaging research for Dewe & Almy Chemical Co., Cambridge, Mass., president, it is announced. Mr. Rogers succeeds Walton D. Lynch, president, National Folding Box Co., Inc. New vice-presidents are: A. F. Stevenson, general superintendent of the Borden Co., New York, and George W. von Hofe, president, New Jersey Machine Corp., Hoboken, N. J. Directors named include: G. W. Reese, American Can Co.; Carl Schaeffer, Stokes & Smith; E. G. Kuhn, Consolidated Packaging Machinery Corp.; Karl E. Prindle, Dobeckmun Co.; O. L. Scheller, Sunshine Biscuit Co.; A. F. Stevenson, the Borden Co.; and E. H. Balkema, Colgate-Palmolive-Peet. Kenneth D. White, Owens-Illinois Glass Co., is named public relations chairman.

• **National Folding Box Co.**, oldest folding paper box manufacturer in the American packaging industry, announces stockholders have approved its acquisition by National Folding Box Co., Inc., a new Connecticut corporation. W. D. Lynch is elected president of the new corporation. G. W. Mabey is retiring president of the older company.

**Colorful Ready-Tied  
BOWS and RIBBONS**

... FOR EVERY OCCASION  
... FOR EVERY HOLIDAY

**REPUBLIC BOWS**  
Glamorize Your Package



Specially designed for  
candy packaging, in  
plain, novelty satin and  
cellophane ribbon.

SAMPLES ON REQUEST

**REPUBLIC RIBBON & BOW CO., Inc.**

244 FIFTH AVE., NEW YORK 1, N. Y.



## NATIONAL BISCUIT COMPANY



1899 . . .

End of the  
cracker barrel



**T**HE history of packaging is short. It was less than fifty years ago that the National Biscuit Company put an end to the cracker barrel by introducing their famous Uneeda Biscuit in a consumer unit.

The history of NABISCO is an example of both individual and company initiative . . . of the business progress and growth that has helped to make America great. NABISCO traces its beginning to 1792 when Theodore Pearson began making Pilot crackers. In 1801 two other bakeries entered the field, and all three later became part of the National Biscuit Company. Invention of the reel oven during the Civil War made quantity production possible, and packaging later brought quantity production to the home in fresh, tasty and economical form.

Today, NABISCO owns and operates thirty-two bakeries in twenty-one states. About 1800 regular truck routes deliver NABISCO products to over half a million outlets.

### HOW NATIONAL BISCUIT USES RIEGEL FUNCTIONAL PAPER

National Biscuit is one of our oldest customers for Functional Packaging Papers. Over the years, many millions of pounds of Riegel's Waxed Glassine have been used as carton liners to maintain the tasty crispness of NABISCO crackers. Other Riegel Papers, both printed and plain, are used as outer wraps; for bulk package liners and for many other products. Riegel Tympan are used on their printing presses and Riegel printing papers (supplied to manufacturers of office equipment) help to keep the intricate records necessary in so large a business.

# Riegel Papers

FOR FUNCTIONAL PACKAGING

RIEGEL PAPER CORPORATION • 342 MADISON AVE. • NEW YORK 17, N. Y.

## CONFECTIONER'S BRIEFS

● **Chase Candy Co.**, St. Joseph, Mo., has fixed the price of 170,000 shares of common stock to be offered stockholders at eight dollars a share.

● **Nutrine Candy Co.**, Chicago, announces an extra dividend of 40 cents. This, with the regular quarterly payment, brings this year's issue up to one dollar.

● **The J. P. Schweitzer Co.**, manufacturers and distributors of candy has purchased a three-story factory building in Cleveland. The price was reported to be \$25,000.

● **The Riddell Co.**, Los Angeles and Pasadena, believe they have the oldest "House Organ" in the U. S. in the candy and tobacco field that has never missed a publication date since its inception.



**J. CREIGHTON DRURY**, recently appointed sales manager for the New York District of Fanny Farmer Candy Shops. Mr. Drury has been with the company for many years, and was sales manager in Cleveland in 1941 when he entered the army. Mr. Drury is a graduate of Fordham, and a native of New York.

● **The William Wrigley, Jr., Co.**, Chicago, plans to do everything possible to retain the price of gum at 5 cents. Phil Wrigley, in making this statement, says he foresees a "5 cent buyers' market" in the not too distant future.

● **Pine Bros., Inc.**, a subsidiary of Life Savers, Inc., is now testing new copy in New York and Philadelphia for Alkaid, candy mint antacid. A 210-line newspaper campaign, featuring a cartoon character and comic headline, is being used. The material will run once a week for the rest of the year.

● **Walter W. McGraw, Sr.**, candy broker of Mobile, Ala., is bereaved by the loss of his son, Walter W. McGraw, Jr. The junior McGraw, veteran of World War II, with nearly four years service in the South Pacific, was 22 years old at the time of his death.

● **Chase Candy Co.**, St. Louis, recently displayed a modern merchandiser at a luncheon in that city. The unit shows candy in aluminum foil packages. The packages keep the temperature of the contents 12 to 18 degrees lower than the conventional container, it is said.

● **Confectionery Salesmen's Club of Philadelphia** named Jack Wyreck, of D. Goldenberg & Co., 1947 president, and Jay M. Boyd, of Reliable Sales Service and W. A. Miller, Inc., vice-president, at its December meeting, reports Harry Nuss, publicity chairman. Frank Woukoun, who represents Hawley & Hoops in the Philadelphia area, is re-elected for his fifth term as secretary-treasurer. Mr. Ryweck succeeds Edward Turner, of Bowman Gum, Inc. Directors elected are: Fred Harrah; Charles Murray, Lummis & Co.; John A. Bruens, Deran representative; and Roy Chase, Jr., Peter Paul representative. Twenty-nine members attended a pre-Christmas dinner preceding the business meeting. Committees will be named at the next meeting.

● **Arkansas Candy Manufacturing Co.**, Little Rock, plans to start operation this month on Olive St. following completion of a \$6,000 remodeling and equipment installation. First unit of the plant will have about 3,500 sq. ft. of floor space, employ about 20 persons, A. C. London, the operator, says.

● **Taft Moody**, former All-American basketball player plans opening a modern candy shop in Little Rock, Ark., this month.

● **F. C. Saunders Co.**, Minneapolis, has been purchased by R. E. Fritz, formerly district manager of Brown and Williamson Tobacco Co.

● **NCA** has filed a brief with the Committee on Reciprocity Information, Washington, urging maintenance of tariff protection accorded American candy manufacturers. In addition to opposing any reduction of import duties on finished candies, NCA recommends the U.S. lower present duties on confectionery ingredients if not produced domestically in substantial quantities, and maintain duties on such products if produced domestically in satisfactory quantity and quality.



**SAMUEL SMITH MCKNIGHT** of Bowman Gum, Inc., and his wife, Mary, observed a double celebration recently. It is their golden wedding anniversary and Mr. McKnight's fiftieth year in the selling and confectionery business.

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## PACKAGING PAPERS

ALMOST GOOD ENOUGH TO EAT

EMBOSSSED DECORATED PAPERS

PATTERNED PAPERS

CHOCOLATE DIPPING PAPERS

FLINT, METALLIC COATED FOIL

PLAIN AND PRINTED PAPERS

MONOGRAMMED PAPERS

Sweet numbers for candy boxes or individual wraps already printed and ready for use, or papers designed to suit your own "sweet tooth" can be had in large or small quantities. Dainty, delectable patterns such as Valenciennes Lace, gay Candy Stripe, Candy-colored foil papers, etc. are available from an exciting group of over 5000 Kupfer papers, ready for your inspection in handy pocket-size catalogs.

WRITE FOR SAMPLES AND PRICES

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PHILADELPHIA  
SEATTLE  
SAN FRANCISCO

# CONFECTIONERY BROKERS

## New England States

### JESSE C. LESSE

Candy and Allied Lines  
Office and Sales Room  
248 Boylston Street  
BOSTON 16, MASS.

### SALES DEVELOPMENT CO.

(M. F. Libman)  
114 State St.—Phone: LAF 7124  
BOSTON 9, MASSACHUSETTS  
Terr.: Covering New England over 24 yrs.—  
Accounts Solicited

## Middle Atlantic States

### S. P. ANTHONY

Manufacturers' Representatives  
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READING, PENNSYLVANIA  
Terr.: Pa., Md., Dela., Washington, D. C.

### MICHAEL BRAUNSTEIN & CO.

6 Donaldson Road  
BUFFALO 8, NEW YORK  
Tel. Grant 6773  
Manufacturers Representation featuring Bulk  
Candies, 5c bars and Novelties for Wholesale,  
Chain and Department Store trade.  
Terr.: New York State.

### ARTHUR M. CROW & CO.

407 Commonwealth Annex Bldg.  
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Cover conf. & groc. jobbers, chains,  
dept. stores, food distrs.  
W. Pa., W. Va., & E. Ohio

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Terr.: New York and Coast to Coast coverage.

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Specialists in Specialties  
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HARRISBURG, PENNA.  
Territory: Penna., Md., Dela., D. C.

### CANDY ED KITCHEN

Phones: Hazleton 306R1, 217J  
LATTIMER MINES, PENNSYLVANIA  
Over 20 yrs. serving upstate N. Y., Pa. & N. J.  
Jobbers, Chains, Dept. Stores, Vending & Food  
Distrs.

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Rockefeller Plaza—Phone CO-5-4688  
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### FRANKLIN RAY

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Terr.: Pennsylvania and W. Virginia  
Active coverage every six weeks.

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Tel. Murray Hill 3-8847  
CANDY AND ALLIED ITEMS  
Territory: Metropolitan New York or National

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Terr.: Complete Sales Coverage Metropolitan  
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109-17 110th St.—Virginia 3-8847  
OZONE PARK 16, NEW YORK  
Terr.: New York State

### SAUL STEIN ASSOCIATES

Importers & Distributors of Fine Confections  
401 Broadway—Phone WOrth 4-7344  
NEW YORK 13, N. Y.  
Terr.: Entire United States.

### UNIVERSAL SALES SERVICE ASSOCIATES, INC.

120 East 41st St.—Murry Hill 3-1835  
NEW YORK 17, NEW YORK  
Terr.: Nat'l or Local Representation

### A. H. WALTER, CO., INC.

TEL. BARCLAY 7-9354  
30 Church Street  
NEW YORK 7, NEW YORK  
Terr.: Local and National Manufacturers  
Representatives—Importers.

### IRVING S. ZAMORE

2608 Belmont Place  
SWISSVILLE, PITTSBURGH 18, PA.  
26 Years' Experience  
Territory: Pa. & W. Va.

## South Atlantic States

### CHARLES R. ALLEN

P.O. Box 286—Phone 3-3641-42  
CHARLESTON 3, SO. CAROLINA  
Branches: Savannah, Ga.; Atlanta, Ga.; Jack-  
sonville, Fla., and Charlotte, N. C.—Covering  
Southeastern terr.

### J. N. ALLEN & CO.

Box 628  
RALEIGH, N. C.  
Box 570  
GREENSBORO, N. C.  
Territory: North Carolina

### BUSKELL BROKERAGE CO.

1135 East Front Street  
RICHMOND, VA.  
Contact Wholesale Groceries, Candy Jobbers  
and National Chains  
Terr.: Va., W. Va., Ky., Tenn., N. Car.,  
and District of Columbia.

### W. H. CARMAN

Manufacturers' Representatives  
3508 Copley Road  
BALTIMORE 15, MARYLAND  
Terr.: Maryland; Wash., D. C.

### J. O. "JIM" CHAMBERS

Candy Broker  
17 Edgewood Avenue, S. E.  
ATLANTA 3, GEORGIA  
Terr.: Ga., Ala., and Fla.

### H. C. DIXON

Manufacturer's Representative  
Quality Food Products  
Headquarters Southeastern States  
P.O. Box 178  
AUGUSTA, GEORGIA  
Terr.: Ala., Fla., Ga., N. Car., S. Car.,  
Tenn., and Va.

### HERBERT W. GLASSMAN & CO.

Manufacturers' Representatives  
Located in the Hub of the South  
Offices and Display Rooms  
517-20 Peters Bldg.—Phone: Jackson 6596  
ATLANTA 3, GEORGIA  
Terr.: S. States, Ga., Fla., Ala., Tenn.,  
N. C., S. C.

### WM. E. HARRELSON

Manufacturers' Representative  
5308 Tuckahoe Ave.—Phone 44280  
RICHMOND 21, VIRGINIA  
Terr.: W. Va., Va., N. & S. Caro.

## South Atlantic States (Contd.)

### HUBERT BROKERAGE COMPANY

Candy and Allied Lines  
2 Salesmen  
Offices & display Rooms  
210-211 Candler Bldg.  
ATLANTA, GEORGIA  
Terr.: Florida, Georgia and Alabama  
for 19 years.

### MARVIN V. HULING

Manufacturer's Representative  
HICKORY, NORTH CAROLINA  
Terr.: No. & So. Caro., Ga. & Va. areas

### A. CARY MEARS

Candy and Specialty Items  
P.O. Box 2476  
GREENSBORO, NORTH CAROLINA  
Terr.: Va., W. Va., No. & So. Caro.

### POSTON & JOHNSON

335 Burgess Building  
JACKSONVILLE 2, FLORIDA  
Confections & Allied Lines  
Terr.: Ga., Fla., & Ala.

### ROY E. RANDALL

Manufacturer's Representative  
P.O. Box 605—Phone 7590  
COLUMBIA, SO. CAROLINA  
Terr.: N. & S. Carolina. Over 25 yrs. in area

### W. M. ROGERS & CO.

Brokers and Distributors  
Gen. Offices: Rogers Terminal Bldg.  
WILSON, NORTH CAROLINA  
Terr.: Eastern North Carolina

### JOHN T. SOX

Manufacturers' Representative  
P.O. Box 605—Phone 21464  
COLUMBIA, SOUTH CAROLINA

### H. H. SMITH

Box No. 1202  
HUNTINGTON 14, WEST VA.  
Candy, Marbles, School Tablets, Wax  
Papers, Stationery, Napkins  
Terr.: W. Va. & Eastern Ky.

### W. M. (BILL) WALLACE

Candy and Specialty Items  
P.O. Box 472—111 Blair Bldg.  
DECATUR, GEORGIA  
Terr.: Ga. & Fla.—Work every town.

## East No. Central States

### A. K. ACKERMAN COMPANY

Established 1896 Food and Candy Brokers  
353-55 Leader Building  
CLEVELAND 14, OHIO  
Terr.: Cleveland-Northeastern Ohio  
Want 5 lb. box lines for Holiday, Easter Trade

### EDWARD A. (CANDY) BARZ

Manufacturers' Representative  
Broker & Expediter  
P.O. Box 395  
LA PORTE, INDIANA

### H. K. BEALL & CO.

308 W. Washington St.  
Phones RANDolph 1618-1628  
CHICAGO 5, ILLINOIS  
Territory: Illinois, Indiana, Wisconsin  
25 years in the Candy Business

### CHARLES R. COX

1428 Erie Blvd.  
SANDUSKY, OHIO  
Territory: Ohio, Michigan, and Indiana

### ROGER ETTLINGER

Phone University 2-6737  
18300 Pennington Avenue  
DETROIT 21, MICHIGAN  
Terr.: Entire state of Michigan

### M. H. GILFIELD COMPANY

225 E. Detroit St.  
MILWAUKEE 2, WISCONSIN  
Terr.: Wis., upper Mich. & N. Ill.  
(Only reliable accounts solicited)

# CONFECTIONERY BROKERS

## East No. Central States (Contd.)

### WALTER M. GREESON CO.

101 Smith Street  
FLINT 3, MICHIGAN  
"We Are At Your Service Always—  
And All Ways"  
Terr.: Michigan. Estab. Since 1932

### BERNARD B. HIRSCH

229 E. Wisconsin Ave.  
MILWAUKEE 2, WISCONSIN  
Terr.: Wis., Ia., Ill. (excluding Chicago)  
Mich. (Upper Penn.)

### JERRY HIRSCH

Candy & Specialty Items  
823 N. Lamon Avenue  
CHICAGO 51, ILLINOIS  
Terr.: Wis., Iowa, Mich.

### DONALD A. IKELER

2029 E. Main Street  
KALAMAZOO, MICH.  
Territory: Michigan

### HARRY KISSINGER

Candy—Novelties—Specialties  
3846 McCormick Ave.—Phone Brookfield 9691  
HOLLYWOOD, ILLINOIS  
Terr.: Ohio, Mich., & Ind.

### HARRY LYNN

Candy Manufacturers' Representative  
CHICAGO 15, ILL.  
Terr.: Chicago, Milwaukee, Ill., Ind., S. Wis.

### G. W. McDERMOTT

100 North Raymond St.—Phone 382  
MARINETTE, WISCONSIN  
Terr.: Wisc. & Upper Mich.—covered every  
five weeks

### WM. C. MITHOEFE

6210 Tyne Avenue  
CINCINNATI 13, OHIO  
Candy, Tobacco, Novelties, Specialties,  
Imported. We will purchase or finance  
your entire production.

### J. W. NELSON

247 Highland Ave.—Phone 3737-J  
ELMHURST, ILLINOIS  
Terr.: All of Ill., Wisc., Upper Mich., for 20  
yrs. making regular trips.

### OWEN BROKERAGE COMPANY

Non-competitive lines only  
P.O. Box No. 463—Phone 355W  
RICHLAND CENTER, WISC.  
Terr.: Wisconsin & S. Minnesota

### PEIFFER FOOD PRODUCTS CO.

Imported and Domestic Candies  
104 So. Mich Ave.—Phones State 3531-32  
CHICAGO 3, ILL.

### ARTHUR H. SCHMIDT CO.

524 Rockefeller Building  
CLEVELAND 13, OHIO  
Terr.: Ohio. Member Nat'l Conf. Salesmen  
Ass'n. Buckeye Candy Club.

### SOMMER & WALLER

Manufacturers' Representatives  
8336 Maryland Ave.—Vin. 7174  
CHICAGO 19, ILL.  
Serving Metropolitan Chicago  
Sales Area for 25 Years

### P. L. SOUTH COMPANY

Confectionery Brokers  
"Our Principals Are Our Recommendations"  
Eight Wholesale Men—Four Retail Men  
Central Office—702 Odd Fellow Bldg.  
INDIANAPOLIS 4, INDIANA  
Terr.: Illinois (Outside Chicago), Ind., Ohio.

### WARREN A. STOWELL & ASSOCIATE

Phone Triangle 1265  
7943 So. Marshfield Ave.  
CHICAGO 28, ILLINOIS  
Terr.: Chicago, Greater Chicago radius incl.  
Milwaukee, Wis.

## East No. Central States (Contd.)

### C. H. THOMPSON

1421 Stasbee St. S.E.  
GRAND RAPIDS 6, MICHIGAN  
Territory: Michigan only

### WAHL BROKERAGE

Manufacturers' Representatives  
3813 N. Cramer St.  
MILWAUKEE 11, WISCONSIN  
Terr.: Mich., Ind., Ill., Wis., part of Iowa  
and Minn.

### WALTERS & COMPANY

Complete Brokerage Service  
31 East George Street  
INDIANAPOLIS 4, INDIANA

### W AND W SALES

167 West Fort Street  
DETROIT 16, MICHIGAN  
Covering Michigan Completely  
With Quality Merchandise  
Al. Williford Byron T. Wright

## East So. Central States

### FELIX D. BRIGHT

P.O. Box 177—Phone 8-4097  
NASHVILLE 2, TENN.  
Terr.: Kentucky, Tennessee, Alabama,  
Mississippi, Louisiana

### J. L. FARRINGER

1900 Cedar Lane, Phone 8-8470  
NASHVILLE 4, TENNESSEE  
Established 1924  
Terr.: Tenn., Ky., & W. Va.

### PAUL JOHNSON AND CO.

Manufacturer's Representative  
Day Phone 1—Box 270—Night Phone 2420  
CAMPBELLSVILLE, KY.  
Candy, Crackers, Cookies, Cigars, and  
Specialty Items  
Terr.: Ky. and Tenn.

### KENTUCKY BROKERAGE CO.

271 South Hanover Ave.  
LEXINGTON, KENTUCKY  
Special Sales Agents in candies, chewing gum  
and allied lines. Banking references.  
Terr.: Ky., E. Tenn., part of Va. and W. Va.

## West No. Central States

### GEORGE BRYAN BROKERAGE CO.

410 Walnut Bldg.  
DES MOINES 9, IOWA  
Consistent and thorough coverage of whole-  
sale candy and tobacco, wholesale grocery,  
chain store trade in central, eastern Iowa.

### ELMER J. EDWARDS

Candy Broker  
3933 Elliot Ave., So.—Phone Colfax 9452  
MINNEAPOLIS 7, MINN.  
Terr.: Minn., N. & S. Dak.—Special attention  
given to Twin City trade.

### ERICKSON BROKERAGE CO.

Manufacturers' Representative Since 1930  
334 North First Street  
MINNEAPOLIS 1, MINNESOTA  
Terr.: Minn., N. D., S. D., W. Wis.

### GRIFFITHS SALES COMPANY

707 Clark Ave.—Phone GA. 4979  
SAINT LOUIS 2, MISSOURI  
We specialize in candy and novelties.  
Terr.: Mo., Ill., and Kan.

### LEON K. HERZ

1290 Grand Ave., Emerson 7309  
ST. PAUL 5, MINN.  
Terr.: Eastern N. Dak., Minn., Western Wis.

## West No. Central States (Contd.)

### HUTCHINS BROKERAGE CO.

218 Third Ave. N.  
MINNEAPOLIS 1, MINNESOTA  
Terr.: Minneapolis and Adj. Terr.

### HYDE BROS.

Candy Specialists  
P.O. Box 306, LINCOLN, NEBR.  
P.O. Box 1832, WICHITA, KANS.  
Terr.: Covering Missouri Valley over 30 yrs.

### R. O. NEWMAN BROKERAGE CO.

Foods—Confections  
Institutional Products  
519 Lyceum Building  
DULUTH 3, MINNESOTA  
Terr.: No. Mich., No. Minn., No. Wis.,  
Lakes Area.

### O. W. TAYLOR BROKERAGE CO.

(Resident Salesman in Colorado Springs)  
McGREGOR, IOWA  
Terr.: Ia., Minn., Wisc., Nebr., Kans., Colo.

### N. VAN BRAMER SALES CO.

3844 Huntington Ave.  
MINNEAPOLIS 16, MINNESOTA  
Territory: Minn., N. Dak., S. Dak., Ia., Neb.  
Coverage every six weeks.  
Resident salesman in Omaha, Nebr.

## West So. Central States

### J. J. BOND & COMPANY

1840 Hill Crest—Phone 7-1800  
FORT WORTH 7, TEXAS  
Territory: Texas, Okla., & N. M.

### S. D. CARTER COMPANY

Merchandise Brokers  
Box 217  
SHREVEPORT, LA.  
Terr.: La., Ark., & E. Texas.

### EASON BROKERAGE COMPANY

Banking & Trade Reference  
P.O. Box 1872 Phone Britton 509  
OKLAHOMA CITY 1, OKLAHOMA  
Terr.: N. M., So. Kansas, Panhandle Tex.

### NICHOLS-KANE CANDY CO.

1118 Front Street • 6046 Waggoner Drive  
CONWAY, ARKANSAS • DALLAS, TEXAS  
Terr.: Tex., Ark., La., Okla., Ala., N. Mex.

### JACK NICHOLS, JR.

Candies-Confections  
Phones: Logan 6-1608, Justin 8-5842  
6046 Waggoner St.  
DALLAS 5, TEXAS  
Terr.: Texas and Louisiana

### W. S. STOKES

Broker & Agent  
BATESVILLE, ARKANSAS  
Candy - Novelties - Specialties  
Terr.: Arkansas—Accounts solicited.

## Mountain States

### E. G. ALDEN & COMPANY

Box 5014 Term. Sta.—Phone Lakewood 599W  
DENVER 17, COLORADO  
John Alden traveling—Colo., Wyo., Mont.,  
and Neb.

### REILLY ATKINSON & CO., INC.

Confectionery & Food-Products  
SALT LAKE CITY, U.—BOISE, IDA.  
Terr.: U. & Ida., with contiguous sections of  
adjoining states.

### CAMERON SALES COMPANY

5701 East Sixth Ave.  
DENVER 7, COLORADO  
Candies and Allied Lines  
Terr.: Colo., Mont., Idaho, Utah, N. Mex.



# CONFECTIONERY BROKERS

## Mountain States (Contd.)

### ELGGREN BROTHERS & CO.

Established 1906  
P.O. Box 105—520 W. 2nd. So.  
**SALT LAKE CITY 8, UTAH**  
Complete coverage all jobbing trade Utah,  
Ida., Mont., W. Wyo., E. Nev.

### T. J. LANPHIER COMPANY

Confectionery and Food Products  
**BILLINGS BUTTE GREAT FALLS**  
(General Office)  
Territory: Montana & Northern Wyoming  
Established 1907

### J. M. RANKIN COMPANY

P.O. Box 426—Spruce 2912  
**DENVER 1, COLORADO**  
Terr.: Colo., Wyo., Black Hills of S. Dak.,  
Western Kans., Northern N. Mex., W. Nebr.

### FRANK X. SCHILLING

Confectionery and Novelty Items  
Box 416—Phone 2-3540  
**BUTTE, MONTANA**  
Complete coverage of all wholesale chain  
and department store distributors in Montana  
and northern Wyoming.

### HARRY YOUNGMAN BROKER- AGE COMPANY

2145 Blake Street  
**DENVER 3, COLORADO**  
Territory: Colo., Wyo., Utah, Idaho, Mont.

## Pacific States

### GENE ALCORN & CO.

1340 E. 6th Street  
**LOS ANGELES 21, CALIFORNIA**  
383 Brannan Street  
**SAN FRANCISCO 7, CALIF.**  
Territory: State of California

### BELL SALES COMPANY

100 Howard Street  
**SAN FRANCISCO 5, CALIFORNIA**  
Candy & Food Specialties  
Terr.: Calif., Reno, Nev., Hawaiian Islands

### JOHN T. BOND & SON

637 S. Wilton Place—Phone: Federal 6028  
**LOS ANGELES, CALIF.**  
Territory: Pacific Coast  
Our 25th Year in Candy and Food Field

## Pacific States (Contd.)

### CARTER & CARTER

Confectionery Mfr's. Agents. Established  
with industry since 1901.  
91 Connecticut St.—Phone: Main 7852  
**SEATTLE, WASHINGTON**  
Terr.: Wash., Ore., Utah, Ida., Mont., Nev., Wyo.

### THE EDWARD M. CERF CO.

740-750 Post Street  
**SAN FRANCISCO 9, CALIF.**  
Specializing in candy and allied lines;  
Unexceptionable banking, other references.

### MALCOLM S. CLARK CO.

1487½ Valencia St.  
**SAN FRANCISCO 10, CAL.**  
923 E. Third St.  
**LOS ANGELES 13, CAL.**  
1238 N. W. Glisan  
**PORTLAND, OREGON**  
P.O. Box No. 176, Phoenix, Arizona

### DICKENSHEETS-POTTER CO.

1306 N. W. Hoyt Street  
**PORTLAND 9, OREGON**  
Candy, Confections and Allied Lines  
Terr.: Ore., So. Wash., W. Idaho

### J. RAY FRY & ASSOCIATES

420 Market St.—Phone Garfield 7690  
**SAN FRANCISCO, CALIF.**  
Terr.: Calif., Ore., Wash., Mont., Ida.,  
Utah, Wyo., Nev., Ariz.

### CHARLES HANSHER

416 West Eighth Street  
**LOS ANGELES 14, CALIFORNIA**  
Personal contacts with chains, jobbers, syndi-  
cates & dept. stores throughout Calif., Ore.,  
& Wash.

### HARTLEY SALES COMPANY

GEORGE W. HARTLEY  
742 S. W. Vista Avenue—Phone: ATwater 5800  
**PORTLAND 5, OREGON**  
Territory: Oregon, Washington & Idaho

### RALPH L. MUTZ COMPANY

Ralph and Jim Mutz  
600—16th St.  
**OAKLAND 12, CALIF.**  
Concentrating on Northern Calif.

### HARRY N. NELSON CO.

112 Market Street  
**SAN FRANCISCO 11, CALIF.**  
Established 1908. Sell Wholesale Trade Only.  
Terr.: Eleven Western States

## Pacific States (Contd.)

### JACK SINGER & COMPANY

1680 No. Sycamore Avenue  
**LOS ANGELES, CALIFORNIA**  
Solicit Accounts for Cal., Ore. & Wash.  
Specialty work in above territory.

### GEORGE R. STEVENSON CO.

302 Terminal Sales Building  
**SEATTLE, WASH.**  
Territory: Wash., Ore., Ida., Mont.  
Over 20 years in this area.

### L. J. THOMPSON

Terminal Sales Building  
**SEATTLE 1, WASH.**  
Terr.: Ore., Wash., W. Idaho

### JERRY W. TURMELL COMPANY

4127 Crisp Canyon Rd.—State 44713  
**SHERMAN OAKS, CALIFORNIA**  
(20 minutes from Los Angeles)  
Terr.: Calif., Associates at Hawaii, Philippines  
and China. Established since 1932.

### RALPH W. UNGER

923 East 3rd Street—Phone: Trinity 8282  
**LOS ANGELES, CALIFORNIA**  
Terr.: Calif., Ariz., N. Mex., West. Tex., Nev.

### S. E. WAGER & COMPANY

(For California coverage)  
166 So. Central Ave.  
**LOS ANGELES 12, CALIFORNIA**

### ROGER S. WATSON CO.

Phone: AXminster 1-2810  
5610 S. Western Ave. & 1025 N. Highland  
**LOS ANGELES 38, CALIF.**  
Terr.: Calif. Another line required. Non  
competitive with present lines.

### WITTENBERG-ROSS

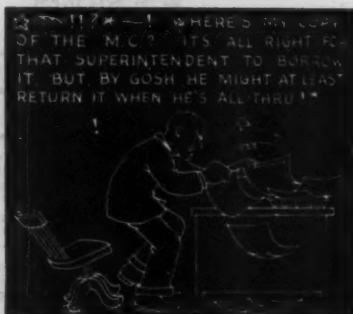
24 California St.—Phone: Exbrook 7973  
**SAN FRANCISCO 11, CALIFORNIA**  
315 West Ninth St.—Phone: Trinity 7159  
**LOS ANGELES 15, CALIFORNIA**  
Terr.: Calif., Ore., Wash., Hawaii & Export

## Import - Export

### G. RIVERA LEFRANC

Export Broker and Import  
Commission Merchant  
366 Broadway—Phone: Worth 2-1363  
**NEW YORK 19, N. Y.**  
Terr.: South America, West. Indies, Hawaii,  
Philippines and Orient.

# "Keep Your Temperature Down"



**The Manufacturing Confectioner**  
400 W. Madison Chicago 6, Ill.

Don't get excited when you can't find your copy of the "M.C." Just sit down and mail this coupon with your check of \$3.00 for one year or \$5.00 for two years, and you'll get your extra copy. Why not see that each key man in your organization gets a copy? Then there won't be any "disappearing" copies to keep you from referring to it as often as you wish. Write now!

#### THE MANUFACTURING CONFECTIONER

400 W. Madison Street  
**CHICAGO 6, ILLINOIS**

"O.K. here's my check! We need more copies of the "M.C." around here!  
☐ 1 yr. \$3.00 ☐ 2 yrs. \$5.00.

Name .....

Company .....

Street .....

City ..... State ..... Zone No. ....





## THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE

RATES: Line 35c (Bold Face 70c); Display (For Used Items Only)—Col. In., 1 time \$6, 2 or more \$5.



### HELP WANTED

**Chocolate Man**—Experienced with depositor and enrober mechanics, responsible chocolate tempering. Good salary. Factory located in Manhattan. Give all particulars of experience, previous employment, age. Correspondence treated confidentially. Box A-176 **The Manufacturing Confectioner**.

**Candy Maker**—Experienced to make caramels and peanut brittle, good starting pay. Unusual opportunity, good chance for right person. STARR CONFECTIONS, 2240 N. Racine, Chicago 14, Illinois.

**Nut Salter and Roaster**—Experienced on all types of nuts. Unusual opportunity, good chance for right person. STARR CONFECTIONS, 2240 N. Racine, Chicago 14, Illinois.

**Sales Manager**—We want a sales manager for our well established confectionery products. Will direct sales force and merchandising. Background essential in successful selling of small package consumer goods. College. Age 35-40. Excellent opportunity. Please write personal history in detail. Confidential. Box A-174 **The Manufacturing Confectioner**.

**Wanted—Production Mgr.** A splendid opportunity for man with full knowledge of retail candy making to take full charge of production for reliable eastern firm with unlimited capital and established retail organization manufacturing in several cities now entering Chicago and middle western market. Good salary. In reply please state full particulars, including experience, previous employment, age, marital status. All correspondence treated confidentially. Box B-174 **The Manufacturing Confectioner**.

**Assistant plant manager.** M. E. or Chem. 30 or 40 years of age. To understudy Chief Engineer in large midwestern food processing plant. Practical experience in steam boiler and air conditioning required. Must be ambitious, aggressive and capable of taking over Chief Engineer's duties in very near future if necessary. Permanent with attractive salary. Reply in confidence, giving age, education, details of employment and earnings record, and when services are available. Box B-1167 **The Manufacturing Confectioner**.

**Wanted: Cream foreman.** Large middle west concern requires experienced man to take charge of quality cream making. Should have at least 5 years' experience in cream making. Permanent position with attractive salary and opportunity for advancement. Reply in confidence, giving age, education, full details of employment and earnings record. Box B-1166 **The Manufacturing Confectioner**.

**Candy Maker for retail store** in West Virginia. Good working conditions, top pay. J. Eddie Candy Co., Bridgeport, W. Va.

### HELP WANTED (Contd.)

**Superintendent Wanted:** For large candy factory in New England making general line. Real opportunity for right man. State age, experience, salary desired. Box C-1261 **The Manufacturing Confectioner**.

**Wanted**—Young man or woman with high quality candy making experience. Great opportunity for someone with an eye to the future. Apply in writing to Sidenberg, 1529 10th St., South Fargo, N. Dak.

**SALES EXECUTIVE WANTED.** To take complete charge of our sales force calling on the jobbing trade. Man must have experience in either the bakery or confectionery field, as we operate bakery and candy factory. Good opportunity for real executive. Earnings will be based on percentage of sales. Unlimited possibilities. Write RUNKLE COMPANY, KENTON, OHIO.

**Wanted: Superintendent.** A splendid opportunity for man with full knowledge of retail candy making to take full charge of production for reliable and established retail organization manufacturing in several cities. Good salary. In reply please state full particulars, including experience, previous employment, age, marital status. All correspondence treated confidentially. Box B-11614 **The Manufacturing Confectioner**.

### MISCELLANEOUS

## WE BUY & SELL

ODD LOTS • OVER RUNS • SURPLUS

**"Cellophane" BAGS**

SHEETS • ROLLS • SHREDDINGS

Cellophane rolls in outer boxes 100 ft. or more

ALSO MADE OF OTHER CELLULOSE FILM

Wax • Glassine Bags, Sheets & Rolls

Tying Ribbons—All Scotch Tape  
Colors & Widths Clear & Colors

**Diamond "Cellophane" Products**

Harry L. Diamond Robert L. Brown  
"At Your Service"

2902 So. Michigan Ave., Chicago 16, Ill.

**Toys for Candy Packing.** Visit our show room. See display of small toys. L. J. Lindner, 153-MC West 33rd Street, New York 1, N. Y.

### POSITIONS WANTED

**Experienced Candy Maker** now living abroad desires to secure employment in the United States. Thoroughly familiar with all phases of chocolate manufacture. Has personally developed many of the newer types of Swiss Chocolates. Complete familiarity with latest machinery in industry. Can furnish best of references. Box B-1262 **The Manufacturing Confectioner**.

**Available Immediately**—Married man, experienced as an assistant to owner of Candy Mfg. business for many years, desires position as of Jan. 1st, 1947, or sooner. Experienced in sales work, accounts and financial matters. Capable of taking full charge of office or branch. Eastern location. Box A-173 **The Manufacturing Confectioner**.

**First Class Pan-man** with unlimited experience in all types of pan work, plus initiative and Managerial ability. Box A-1264, **The Manufacturing Confectioner**.

### OPPORTUNITY FOR SALE

When you use the classified section of "M.C.", you can be certain that you are reaching the greatest number of interested people for the least possible cost to you. What have you to offer? You can move it faster in these columns. Rates are only 35 cents per line.

### MERCHANDISE WANTED

**Wanted**—Cellophane (300 MST) for kiss machine. Can use either 3 3/4" or 3 1/2" width—any amount. L. R. Stone Company, 450 S. LaBrea Ave., Los Angeles 36, Calif.

### SALES LINES WANTED

**Brokers Wanted**—To sell punchboard operators fast repeating candy deals. Advise actual number of punchboard operators you call on and how often or no consideration given. Items not available for any other class of trade. Box F-171 **The Manufacturing Confectioner**.

**Wanted:** Good packaged line. Well rated established Candy Broker. Calls on jobbers, chain drug stores. States of Pa., Dela., Md., & Wash., D. C. M. Grunberg Assoc., 1911 Derry St., Harrisburg, Penna.

**Wanted: Candy & Allied Lines**—We have 19 years sales experience in same territory of Florida, Georgia and Alabama. 2 Salesmen. Hubert Brokerage Company, P.O. Box 149, Atlanta 3, Ga.

**Manufacturers**—Let us distribute your one and two pound boxes of candies, chocolates, etc., in San Joaquin Valley. Fresno Surplus Distributors, 2433 White, Fresno, Calif.



## THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE

RATES: Line 35c (Bold Face 70c); Display (For Used Items Only)—Col. In., 1 time \$6, 2 or more \$5.



### SALES LINES WANTED (Contd.)

Well rated and established company in the food industry has 8 salesmen out in Los Angeles City and County selling direct to drug stores and grocers. We are in position to offer you this coverage on your lines. Correspondence invited. Box G-74612, c/o The Manufacturing Confectioner.

Manufacturers of 5c & 10c bar candies who are interested in having sales representation or direct sales contact with large distributor's and manufacturer's representation—Am personally acquainted with the managers or owners of all Western small town theaters, and have developed a large following in this field. Non-conflicting lines will be added for use via vending machine sales—Here is an opportunity to penetrate an undeveloped market without cost to you. Highest bank and character references. A respectable Dun & Bradstreet rating. Arthur Unger, 105 Golden Gate Ave., San Francisco, Cal.

### MANUFACTURERS

Are you looking for salesmen to represent you for the coming year? We can put you in touch with experienced men covering practically all the United States. Correspondence invited.

**Western Confectionery Salesmen's Association.**  
Walter Rau, Sec'y-Treas.  
36 E. Highland Ave.  
Villa Park, Ill.

**Candy Manufacturers**—Will give you personal representation (Broker basis) in N. Y. C. and vicinity. Est'b. accounts in Dept. Stores, Mail Order Houses and fancy retail stores. John D. Utterback, Suite 906, 545 Fifth Ave., N. Y. C.

### MACHINERY FOR SALE

**Steel water cooled slabs. All sizes.** Racine Automatic Sucker Machine. With hard candy rolls. J. Eddie Candy Co., Bridgeport, W. Va.

### MACHINERY FOR SALE (Contd.)

**For Sale**—ONE MILLER SEMI-AUTOMATIC WRAPPING MACHINE. Box B-172 The Manufacturing Confectioner.

**For Sale**—SPECIAL IDEAL CARAMEL WRAPPING MACHINES. Wrap size  $\frac{5}{8}$ " x  $1\frac{13}{32}$ " x  $\frac{1}{4}$ " to  $\frac{1}{2}$ " with Batch Feeders. Also machines that wrap size  $\frac{3}{4}$ " x  $\frac{3}{4}$ " x  $\frac{1}{4}$ " to  $\frac{3}{4}$ ". Box A-171 The Manufacturing Confectioner.

### For Sale POWER DRIVEN STEAM JACKETED COOKING KETTLE

400 gallons capacity, 60" diameter, 42" deep. 3" draw off. Single action stirrer. Lately tested to 125 lbs. hydrostatic pressure. Complete as is.

**WALLACE & CO.**

460 Smith St. Brooklyn 31, N. Y.  
Att: L. Sadin.

**For sale guaranteed first class condition:**

(1) Simplex Gas Vacuum Cooker, (1) Mills Large After Dinner Mint Machine, (1) Rost Automatic high production Sucker Machine, (1) Rost Automatic Batch Roller, (1) Brach Continuous Hard Candy Cutter, (1) Racine Model M. Sucker Machine, (1) Racine 5 ft. Cream Beater, also Cooling Conveyors; all machines with or without Motors. Box A-1267 The Manufacturing Confectioner.

**For Sale**—1 P. B. Model Lynch Wrap-O-Matic. Completely overhauled. New electric eye. Equipped with heat sealer and glue pot. Two sets of parts for wrapping bar:  $3\frac{1}{2}$ " long,  $1\frac{3}{16}$ " wide,  $\frac{3}{4}$ " high; and  $3\frac{7}{8}$ " long,  $1\frac{1}{2}$ " wide,  $\frac{3}{4}$ " high. Equipped with either A.C. or D.C. Current. Not used since reconditioned. Box A-177 The Manufacturing Confectioner.

### MACHINERY WANTED

**Wanted:** Used Canvas Drier, any size. Earl H. Graff, 4600 S. Halsted St., Chicago, Ill.

**Wanted**—Chocolate Melting Kettle, 1000 pound capacity. Will pay cash, F.O.B. your city. L. R. Stone Company, 450 S. LaBrea Ave., Los Angeles 36, Calif.

**Wanted**—ONE NATIONAL EQUIPMENT TYPE A-C DEPOSITOR. Box B-173 The Manufacturing Confectioner.

### MACHINERY WANTED (Contd.)

**WANTED**  
YOUR IDLE MACHINERY  
WILL BUY FROM SINGLE ITEMS  
TO COMPLETE PLANTS

**URGENTLY WANTED:** Copper Coating Pans and Vacuum Pans; Tablet Machines; Dryers and Mixers; Jacketed Copper and Aluminum Kettles. Describe fully and quote prices.



15-21 PARK ROW

NEW YORK 7, N. Y.

**Wanted**—Die' Pop Sucker Machine, Pop Wrapping Machine, Candy Pulling Machine, Candy Spinner and Cream Beater. Box A-175 The Manufacturing Confectioner.

**Wanted**—Simplex Vacuum Cooker, 20 or 50 gallons. Must be for steam. Box B-171 The Manufacturing Confectioner.

**Wanted**—TWENTY-FOUR INCH ENROBER, National or Greer preferred. Bottomer, bottomer table, tunnel preferred but not necessary. Must be in working condition. Box A-172 The Manufacturing Confectioner.

### BUSINESS OPPORTUNITIES

**Lake Wales, Fla.**, exact geographic center of state, wants manufacturing confectioner. Can blanket state from here at small expense. Few such businesses in Florida today. Can also use high class candy retailer. Write Chamber of Commerce.

Opportunity for interested Manufacturers  
**RECIPE FOR FIRST QUALITY  
HARD CANDIES**  
20% SUGAR  
80% CORN SIRUP

For details write Box B-175  
The Manufacturing Confectioner



## "THIS IS NO TIME TO RETIRE" ...

Just because governmental restrictions on steel products, help, and other items have been removed it does not mean that all these things are immediately available. Study the classified advertisements for the things that you need and in turn, sell the items you have but do not want to others through the classified columns of The Manufacturing Confectioner. Every sale of unused equipment that you make means extra profit to you. Send your classifieds in at once for quick results.

### RATES:

Line 35c (Bold Face 70c) Display (for Used Items Only)—Col. In. 1 time \$6.00; 2 or more \$5.00.

**THE MANUFACTURING CONFECTIONER**  
400 W. Madison St. Telephone Franklin 6369 CHICAGO 6



*Modernize Your Plant!*



**Lower Labor Costs  
Less Labor Effort**

**Smoother, Faster Production  
Improved Product Quality**



**Selected Modern Equipment**

**SOLD WITH AN ABSOLUTE  
GUARANTEE**

**From Our Stock Of 5,000 Modern, Rebuilt Machines:**

**SPECIAL OFFERING**

32" Springfield Chocolate Coaters.  
24" N.E. Chocolate Enrobers, complete  
with decorators, tunnels and attach-  
ments.  
Hollow Mould Chocolate Equipment,  
Reiche Tumbler, Elma Fillers, 2000  
Hollow Moulds, all kinds and sizes.

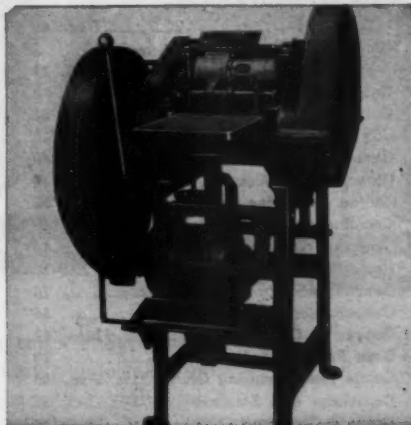
National Equipment Continuous  
Cooker, complete.

Gaebel Continuous Automatic Plastic  
Hard Candy Outfit with automatic  
Batch Roller, Heated Sizer, with  
Chains and Cooling Conveyor.

Werner Fully Automatic Ball Ma-  
chine (also with Package Wrapper  
for Rolls of Hard Candy).

Racine Model M and Model H Die  
Pop Machines, motor driven.

Racine Sucker Machines, standard  
type with 12 ft. Conveyor.



Racine Sucker Machine

Hildreth Pulling Machines No. 6  
Double arm, 200 lb. cap., motor  
driven.

Hildreth No. 3 Puller, 100 lb. cap.  
Ideal Factory Model Caramel Cut-  
ting and Wrapping Machines, all  
sizes  $\frac{3}{4}$ ",  $\frac{7}{8}$ ", 1", 1 $\frac{1}{4}$ ", 1 $\frac{1}{2}$ " x  $\frac{3}{4}$ ".

Hohberger Automatic Continuous  
Cream Machine, consisting of  
Syrup Cooler and Cream Beaters.  
Bramley Chocolate Refining Ma-  
chine.

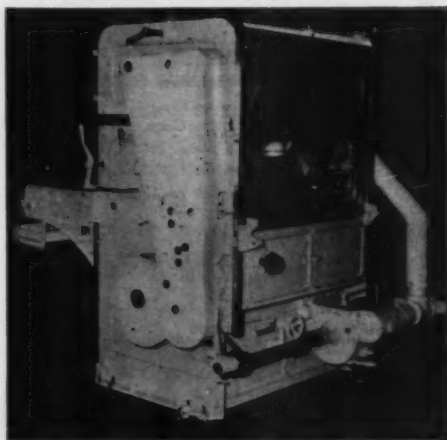
Lehman 4 Roll High Speed Liquor  
Refiner.

National Cocoa Butter Press 13 Pot,  
Metal Pads with Pump.

Bausman Double Disc Liquor Process  
Machines.

Lehman Complete Cocoa Powder  
Outfit.

Read and Baker Perkins 1000 lb.  
cap. Double Arm Mixers Tilting  
Type, Steam Jacketed.



32" Springfield Coater

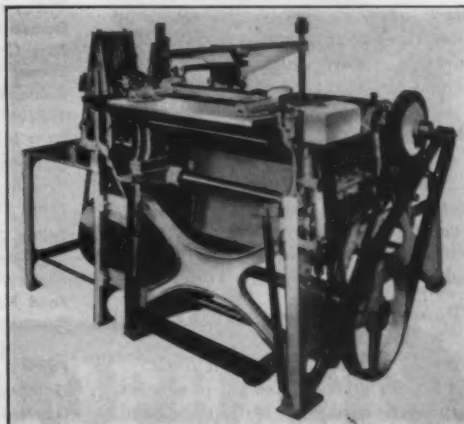
**Premium Prices  
Paid For Your  
Used Machinery**

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**Whether A Ma-  
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or Complete Unit**

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**Write or Wire  
Collect  
Giving Details**

•  
**Substantial Cash  
Offer Will  
Promptly Follow**

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**Sell While Prices  
Are High!**



Werner Automatic Ball Machine

**UNION CONFECTIONERY MACHINERY COMPANY**

318-22 Lafayette St.

Cable Address:  
"CONFECMACH"

New York 12, New York



## "Confectionately Yours..."

A merry but unusual Christmas it was this last year, judging from widely scattered confectionery reports. In Los Angeles union pickets dressed in Santa Claus garb paced their rounds and distributed candy to children. So they wouldn't be mistaken for other Santa Clauses, however, they carried the usual picket signs. . . . In Germany, meanwhile, Uncle Sam's army was slated to give each of 40,000 German POWs and 37,000 DP's five candy bars for the Yule season.

In Chicago bubble gum entered the housing picture, when advertisers in local papers offered up to five boxes (along with 24 pair of nylons, and a six-room apartment) in exchange for a seven-room apartment near a school.

On the other hand, the army found itself with more candy than it knew what to do with. In Seattle, army depot workers sprinkled gasoline over 1,573,038 candy bars and set them afire. The \$78,654.15 worth of bars, it was incongruously explained, had been returned from Pacific bases unfit for use because of being rancid, wormy, or mouldy.

In Cleveland chewing gum solved the double feature (and more) problem of a local theater manager. To entice kids to leave the show he flashed a notice on the screen: "All children who leave the theater now will be given a package of chewing gum at the door." Five minutes later there were 500 empty seats.

Something new, too, in strikes took place in Lowville, N. Y., when 50 Lowville, youngsters precipitated a juvenile candy buyers' strike and signed a letter pledging "not to buy a single candy bar at any store that charges six cents."

And, reflecting the inflationary trend, a recent issue of the *Saturday Evening Post* reported in poetry this economic analysis of the penny candy field, via Ruby Weyburn Tobias:

"Poor little penny, grown dull through the years,  
Liberty, Lincoln, or Indian head,  
I'll bolster your ego, so far in arrears,  
Kindle the pride that is dying or dead.

Little cent, rapidly dwindling in girth,  
Frustrated, complex-inferior, sick,  
Remember, you once bought a proud pennyworth—  
Apples and taffy and peppermint stick!"



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# It's SYLVANIA for Cellophane!



to protect tobacco

WHEN YOU think of protection, think of Sylvania Cellophane. For this versatile packaging material is more than an attractive wrap. Its important functional qualities make it indispensable protection for perishable products such as every type of tobacco, confectionery, baked goods or frozen foods. Sylvania Cellophane is air-, dust- and moisture-proof... assures retention of flavor, freshness and aroma.

AND DON'T FORGET, Sylvania is an improved cellophane. Today it offers even better protection than ever before to an extensive list of packaged products.



...and beans



...and marshmallow creams!

## SYLVANIA CELLOPHANE

Made only by **SYLVANIA DIVISION**  
AMERICAN VISCOSE CORPORATION

Manufacturers of cellophane and other cellulose products since 1929

General Sales Office: 122 E. 42nd Street, New York 17, N. Y.

Plant: Fredericksburg, Va.



Reg. Trade Mark

Once and for all time

Eliminate your  
*Hopper Trouble*



No Leaks  
No Corrosion  
No Interruptions  
and No Headaches!

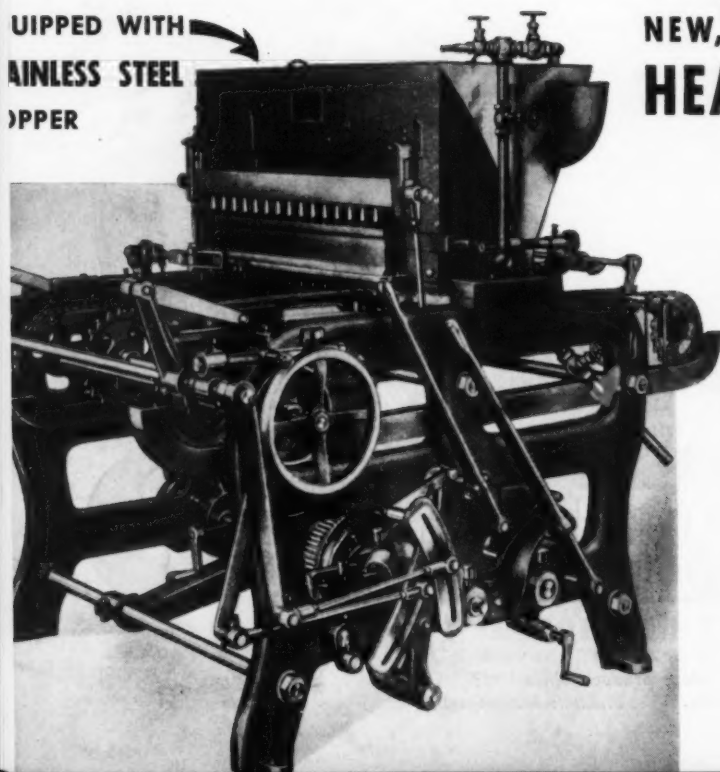
**SANITARY LEAK-PROOF  
NATIONAL STAINLESS STEEL HOPPER**

To Fit AC Mogul Depositors  
No. 2 Depositors and All Types of  
National Depositors.

Supplied With or Without Agitator

Designed by engineers whose know-how is your guarantee of a "trouble-free hopper future". Specially welded construction provides absolute leak-proof operation. Use of stainless steel prevents corrosion, simplifies cleaning, promotes sanitation . . . Order now for prompt delivery.

EQUIPPED WITH  
STAINLESS STEEL  
HOPPER



**NEW, NATIONAL  
HEAVY-DUTY DEPOSITOR**

Improved Extra Heavy  
Construction . . . Guaranteed  
to Operate Smoothly under the  
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Smooth, accurate operation for increased capacity output of multiple row pump bars assured by heavier frames and perfectly balanced construction. Machine's vibrationless performance prevents any disturbance to the starch mold impression. Five speed variations (increased from three) provide improved tray travel adjustments. Visible scale and adjustment for pump stroke. Hopper Agitator (optional) insures more uniform batches. Industry's enthusiasm over these new features includes fact that "immediate orders get early delivery". — So Don't Delay!

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